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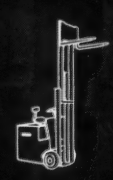
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it's all

NEW!



130" Extreme Lift



59½" Free Lift



83" Collapsed Height

Mercury JEEP MODEL 230

**2000 LB. CAPACITY
TILTING—TIERING**

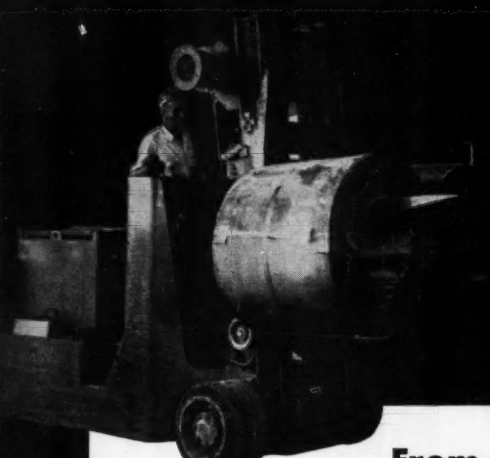
It's completely new from stem to stern. Increased fork elevation... shorter turning radius... increased operator efficiency. The new MERCURY Jeep Model 230 is unmatched for versatility and operating efficiency. Check these outstanding design advancements.

- | | |
|--------------------------------------|--|
| ★ 130" extreme lift | ★ Cushion type tires |
| ★ 83" collapsed height | ★ Simple, single cylinder, low pressure hydraulic lift with cross suspension |
| ★ 59½" free lift | ★ Shockless center point steering |
| ★ 60" turning radius | ★ Magnetic contactor travel control |
| ★ Inclined automotive steering | ★ Unit power plant with double reduction gearing. |
| ★ Foot pedal acceleration | |
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Completely described in
Bulletin 295. Write for your free copy.



The Mercury Manufacturing Company
4104 South Halsted Street • Chicago 9, Illinois



New MAYTAG Automatic Washer Plant Uses 14 *BAKER TRUCKS*

From receiving of raw materials to shipping of finished washers BAKER FORK TRUCKS play a vital role in keeping costs to a minimum

The new Maytag Automatic Washer plant at Newton, Iowa, is one of the most modern of its kind. Architectural, production and material handling engineers have planned together to give it the most efficient system possible for movement of material. The 14 Baker Fork Trucks are an important factor in achieving this efficiency.

For Example:

Handling coils of steel strip weighing from 7,000 to 10,000 pounds each as shown in the top illustration with a Baker Heavy Duty Fork Truck has made it practical for Maytag to realize the economies of buying steel in full-width coils, slitting them to required widths in their own plant.

Machined parts are received or taken from

machine shop and stored in special parts bins—designed for easy access and visibility, and for safe high tiering due to built-in skids for handling with fork trucks. (See left, below.)

Diecast metal is received in bundles of pigs, bound with steel strap in a manner to permit unloading and tiering with Baker 4,000 pound fork trucks without the use of skid platforms or pallets. (Center below.)

One operator with a Baker (light-weight, low-cost) Fork Truck loads cars with 80 to 100 finished machines in the time it would take four men with hand trucks to do the job. (See right, below.)

These are only four of the countless cost-saving services performed by Baker Trucks for Maytag. Our material handling engineers are available for planning comparable savings in your plant.



BAKER INDUSTRIAL TRUCK DIVISION of The Baker-Raulang Company

1216 WEST 80th STREET, CLEVELAND 2, OHIO

In Canada: Railway and Power Engineering Corp., Ltd.

Baker INDUSTRIAL TRUCKS

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HY-LIFT



FORK & RAM



CRANE



TRACTOR



PLATFORM



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ALL-CARGO
"SKY MERCHANT"
SERVICE
*Coast to Coast***

FAST, 4-ENGINE ALL-CARGO
"SKY MERCHANT" PLANES SPEED YOUR
CARGO SHIPMENTS AT LOW COST BETWEEN
MAJOR U.S. CITIES. DAILY FLIGHTS.
OVERNIGHT BETWEEN MOST POINTS.
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ROME...DIRECT, FREQUENT FLIGHTS
VIA *TWA* SIMPLIFY SHIPPING OVER-
SEAS. TRY IT.



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RANK HIGH:



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PARTS



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You can now ship practically anything almost
anywhere in the world more easily, faster
and more economically via *TWA* Air Cargo.

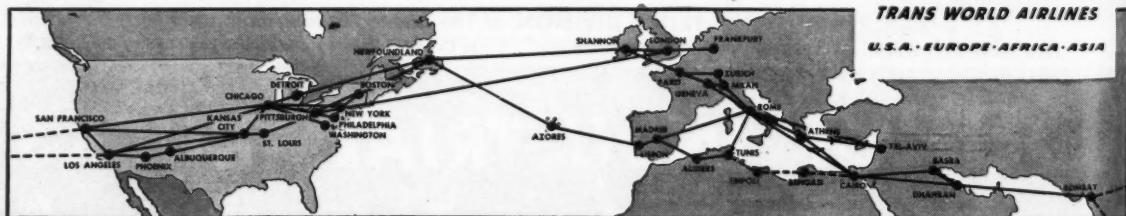


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DISTRIBUTION MAGAZINE

NOVEMBER, 1950

The Magazine that Integrates all Phases of Distribution
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PAUL WOOTON
Washington Member of the Editorial Board

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FRONT COVER

Deep in the black western night, pinpointed by a few lights, is a roadside cafe where the drivers of the big trucks take time out for a meal, a smoke, some gossip. From dusk to dawn, the vast trucking industry follows the highways, feeding and sustaining thousands of towns and cities the length and breadth of America. Last month, the men who guide this young giant gathered in New York to talk about themselves and their future — see page 22. (Photo by Philip Gendreau, New York).



EXPRESS HAULERS CALL THIS BABY

"**THE HOTTEST JOB**



Compare these Extra-Value Features

177-Horsepower Valve-In-Head Engine • Full-Pressure Lubrication of all bearings, piston pins and rocker arms • Tocco-Hardened Crankshaft • Pressure-Sealed Cooling • Independent Rubber-

Cushioned Radiator Mounting • Easy-Turn Ball-Bearing Steering • Synchro-Mesh Transmission • Hypoid Rear Axle • Heavy-Steel Bumper-Bar Grille • One-Piece Weathersealed "Six-Footer" Cab.

Available in conventional and cab-over-engine models—121 to 201 inch wheelbases.

B ON THE ROAD!"

It has more power, more stuff than any gas truck in the middleweight class—and handles like a convertible.

IF you're hauling loads weighing up to 45,000 pounds gross on a tight night-and-day schedule where every minute counts, you want a power unit with a lot on the ball — *if you want to make money.*

You want a puller that's specially engineered from the wheels up to withstand this rough-tough express service year after year — and that's exactly what you get in the stalwart GMC Series 640 gasoline truck-tractor pictured here.

It's Got What You Need

To give you extra "sock" when the going gets hard, the "640" has GMC's big rugged 177-horsepower valve-in-head truck engine under its hood. This gives it the highest power-to-weight ratio of any tractor in its class — *power to highball a full load all day without straining!*

It's safe power, because the "640" has clash-free five-speed Synchro-Mesh transmission — another GMC exclusive feature in trucks of this size. Synchro-Mesh eliminates double-clutching slow-downs and accident hazards on steep grades — permits you to make faster, safer trips.

You get greater load-safety, too, in the "640's" big double-acting front shock absorbers, extra-long front springs and Wide-Track front axle that insure greater stability and easier riding.

It's All Truck!

Remember, the GMC "640" is no braced-up flimsy truck. It's designed for its job with a deep, rigid, truck-built frame that's tops in strength with-


out useless dead weight. It easily carries maximum pay loads without twisting and weaving.

Even its all-steel Six-Footer Cab is special, with built-in ventilation, foam rubber seat and plenty of seat-, head- and elbow-room for a big man. Full ball-bearing steering makes it a sweetheart to handle.

One Price Covers All



And mark this! All these features are standard on the GMC "640"—you don't have a lot of extra charges tacked on to get equipment you need. Ask your GMC dealer for the facts and you'll see why truckers call this "the hottest job on the road"—and why it's the best buy for your money.

GMC Truck & Coach Division of General Motors



GASOLINE & DIESEL TRUCKS

FROM ½ TO
20 TONS



**GENERAL
MOTORS**

Your key to greater hauling profits



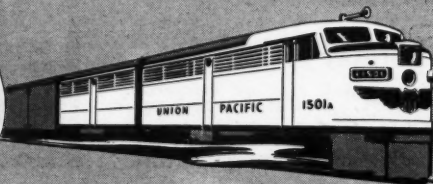
Clear Field ahead!

Opening the way for the ball carrier requires 100% teamwork, with every man knowing and doing his job. It's very much like getting your freight shipment through without interruptions and delays.

That's where it pays to have the proper facilities, manned by experienced men, such as Union Pacific's classification yards.

At these yards, freight cars are sorted and grouped (or classified) according to their respective destinations. Modern equipment and methods cut switching and sorting time in half.

This is one phase of efficient operation whereby the way is cleared for your freight to proceed rapidly to its destination.



BE SPECIFIC: *Ship* UNION PACIFIC

Your Cost-Cutting Way to **SPEED PRODUCTION** **SHIP MORE GOODS FASTER**

Is In This 8-Question Check Chart

ANSWERING "YES" TO THESE
QUESTIONS HAS SAVED
INDUSTRY MILLIONS THE
AUTOMATIC ELECTRIC
TRUCK WAY!



1. Do you know how many of your workers are engaged in *manual* lifting, moving and stacking of materials?
2. Have you eliminated skilled workers from wasting time hand-moving materials in production?
3. Do you know *exactly*, or *even approximately*, what percentage of your product cost represents material handling cost?
4. Can just *one* man lift and move tons and tons of material with *easy, finger-tip-control* of electric push button, as is the case with Automatic Electric Transporters?
5. In storage areas, are you using empty but usable space overhead, stacking your products *ceiling high*, as can be done by *one* man operating a Transtacker or Automatic Skylift Electric Truck?
6. Do you know how many tons of material you move *into, through and out* of your plant daily?
7. Have you done anything to relieve labor and skilled workers' fatigue and loss of time, caused by back-breaking *hand-lifting, bending and hand-truck-moving* of material through your plant?
8. Do you know how much *hand-handling* of materials is costing you in (1) material and product *damage*, (2) needless *accidents*, (3) tired, *low morale* workers, and (4) production inefficiency?

CHECK
YES NO

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THE SCORE TELLS IF YOUR PRODUCTION IS TOO SLOW, DELIVERIES BEHIND, COSTS TOO HIGH!—

<input type="checkbox"/>	<input type="checkbox"/>
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This check chart of 8 important material handling questions has become famous in industry. Business men, by the thousands, found that "NO" answers to more than 4 of these questions meant there were "hidden handling costs" eating into their profits.

But when they could answer "YES" to the above questions, by applying the remedy of Automatic Electric Trucks, costs were cut 50% to 75%.

Today these trucks are paying an extra bonus in meeting today's stepped-up demand! They speed produc-

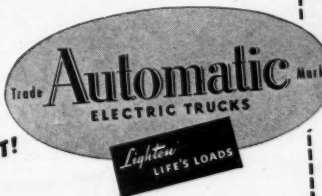
tion, get rid of costly bottlenecks, delayed deliveries... help you to ship more goods faster!

They move tons and tons of your product with easy finger-tip control. They stack as well as lift and move your material... save you costly man-hours, pay for themselves in as little as months. Let us show you the cost-cutting way they can speed up the flow of goods in your plant, to meet today's accelerated demand! Mail coupon.



SEND
COUPON FOR
FREE BOOKLET!

Send now for this free booklet: "How to Make Your Material Handling Pay Dividends."



Trade **Automatic** Mark

115 West 87th Street
Dept. W-5, Chicago 20, Ill.

Please send me facts on how to SPEED PRODUCTION and SHIP MORE GOODS FASTER with Automatic Electric Trucks... also free booklet: "How to Make Your Material Handling Pay Dividends."

Company Name.....

By.....

Street Address.....

City..... Zone..... State.....

B.F. Goodrich



**Let this man
analyze your industrial
tire and wheel problems**

**He's impartial—
unbiased—because
he has the
ONLY
COMPLETE
LINE**



ANALYSIS PLAN will cut your costs

Here's how you can save up to half of your industrial tire and wheel costs. The local B. F. Goodrich man who specializes in such service will, without obligation, survey your operation, study loads, hauls, equipment, floors and hauling surfaces. He will then recommend the best type, size, tread and compound for your work. He will make suggestions on tire care and maintenance.

His recommendations are impartial because only B. F. Goodrich offers a *complete* range of types, tread designs and compounds. BFG's complete line of industrial tires includes

pneumatics, puncture-sealing inner tubes, solids (all types) and Zero-Pressure semi-pneumatics. There's a wide choice of tread designs and a choice between 7 different tread rubber compounds including the famous oil-proof compound.

Now, more than ever before, the TW Analysis Plan will give you immediate cost savings—improved efficiency.

Mail the coupon for full details at no obligation. A SIMILAR PROGRAM IS NOW READY FOR MANUFACTURERS OF INDUSTRIAL HAULING EQUIPMENT.



The B. F. Goodrich Co.
Department TW-69
Akron, Ohio

Please give me additional information on your Tire and Wheel Analysis plan.

Name _____

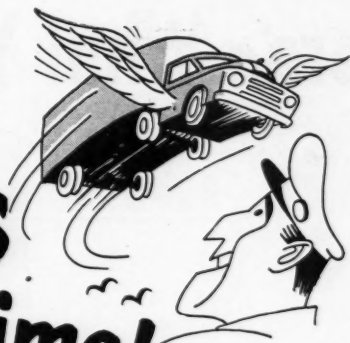
Title _____

Company _____

City _____ State _____

How fleet is your fleet?

DODGE trucks
are "Job-Rated" to save time!



No need to tell you that time is money in the trucking business!

And you'll save plenty of time by switching to trucks that fit your job—Dodge "Job-Rated" trucks.

Your Dodge trucks will have engines that are "Job-Rated" to give you power to spare. In fact, every unit, from engine to rear axle, will be sized for hauling your loads over your roads.

Little wonder, then, that you can count on Dodge "Job-Rated" trucks to spend more time on the road—less time in the shop!

Take a look at the Dodge "Job-Rated" truck advantages listed here. Then, see your Dodge dealer for trucks that save time, come hills or high water.



...for low cost transportation

POWER: . . . 8 great truck engines—each "Job-Rated" for PLUS power.

ECONOMY: . . . priced with the lowest, "Job-Rated" for dependability and long life.

BIGGER PAYLOADS: . . . carry more without overloading axles or springs because of "Job-Rated" WEIGHT DISTRIBUTION.

EASIER HANDLING: . . .

sharper turning! Parks in tight places. "Job-Rated" maneuverability

COMFORT: . . . widest seats . . . windshield with best vision of any popular truck. Air-cushioned, adjustable "chair-height" seats.

SAFETY: . . . finest truck brakes in the industry . . . hand brake operating independently on propeller shaft on all models—½-ton and up.

With all their extra value **DODGE "Job-Rated" TRUCKS** are priced with the lowest

Here's What You Get Besides a Trailer



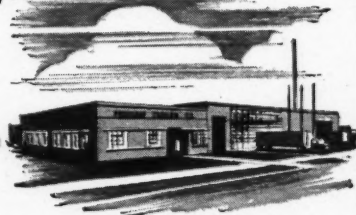
When You Buy a FRUEHAUF!

THERE are more factors to be surveyed when buying a Trailer than just the unit itself. What it offers you in the way of earning power is vitally important. Equally important, also, is the willingness of the manufacturer to stand behind his product:

1. With service.
2. With factory-trained men to render this service.
3. With a factory guarantee against defective workmanship.
4. With a forthright and sensible financing plan.

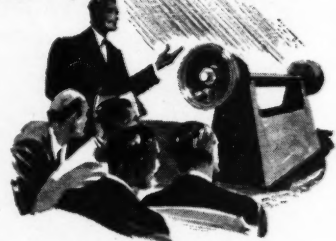
Fruehauf offers you all of these things, *plus* the best built Trailer in the world—one that's engineered to earn more, last longer and cost less to operate than any other Trailer on the road today!

A Nation-wide Service System!



Fruehauf's nation-wide network of 80 Branches is fully equipped for every type of Trailer repair and maintenance. Each Branch is stocked with genuine parts and accessories. Every Branch, a Factory in itself, has the facilities to provide faster service at lower cost.

Factory-Trained Trailermen!



All Fruehauf Servicemen are specially schooled in every aspect of Trailer service and repair. Each Serviceman, an experienced specialist, is equipped with the finest in modern tools to get your equipment back on the road in short order . . . to stay there, rolling and earning.

A Factory Written Guarantee!



Fruehauf guarantees free replacement of defective parts within 90 days after purchase of a new Fruehauf Trailer. We guarantee a free inspection every 30 days or 5000 miles for the complete life of your Fruehauf at any Branch or distributor. Maintenance Manual and Parts Catalog goes with all Fruehauf Trailers.

A Sensible Financing Plan!



Fruehauf's Financing Plan allows you up to 5 years to help you pay while you earn with the world's best Trailer. Financing your Trailer, and paying for it out of profits, is only one of the big "pluses" offered you in buying from Fruehauf.

FRUEHAUF Trailers

WORLD'S LARGEST
BUILDERS OF
TRUCK-TRAILERS

EDITOR'S PAGE



We said it before . . .

At the recent annual convention of the American Trucking Associations, the president of Capital Airlines, James H. Carmichael, made this statement: "The most recent development in distribution is the growth of air freight. It is no longer limited to emergency shipping requirements, but it is serving routine traffic on a day-in and day-out basis."

This statement must strike a responsive chord among readers of DA. Since 1942, DA and its predecessor, *Distribution and Warehousing*, have said repeatedly that air cargo would emerge as a form of transportation used regularly in distribution. Just as repeatedly, we rejected the idea that air cargo would be a mere modification of air express.

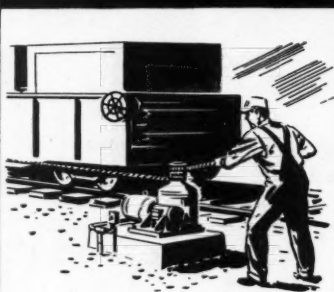
From the early war-torn 'forties to the late postwar 'forties we predicted boldly what so many other publications now take for granted—all-cargo flights, cargo planes, mechanical air cargo handling, air cargo rates. Early in the period we urged industrial traffic managers to count air cargo in on their postwar distribution plans.

And we saw the coming of "motaircargo" (our own word), which is the coordination of motor with air transport in distribution. It was no surprise to us, therefore, that an airline president should some day stand before a national truckers' convention and say, as we said years ago, that the objectives of air and highway carriers are identical.

Motaircargo still has some distance to go before it develops for truckers what Dr. John H. Frederick, in the October, 1942, issue of D & W, called "one of the greatest opportunities they have ever been offered." But we stand by this prediction, believing motaircargo to be one of the last undeveloped frontiers of distribution economy.

Now—move cars
CHEAPLY!

...without fuss,
danger,
or delay



ABOLISH shifting charges and lost time, with a **LO-HED CAR PULLER!** With this rugged, weatherproof machine you'll load and unload faster; save demurrage costs; remove the danger of industrial accidents. In addition, a **LO-HED Car Puller** can save money right in your plant. It pulls anything that can roll or slide... on the level or grades... around curves and corners.

As the first step towards new economy, get all the facts about the **LO-HED** electrically driven Car Puller. Mail coupon now.

**LO-HED MEANS
LOW OVERHEAD**



AMERICAN ENGINEERING

COMPANY
PHILADELPHIA 25, PA.

Other AE Products are Taylor and Perfect Spread
Stokers, Marine Deck Auxiliaries, Hele-Shaw
Fluid Power, Lo-Hed Hoists, Lo-Hed Car Shakers

American Engineering Company
2524 Aramingo Ave., Phila. 25, Pa.
Gentlemen: Send me full information
on the **LO-HED Car Puller**.

Name

Company

Address

City State

LETTERS TO THE EDITOR

Traffic: A Major Industrial Function

To the Editor:

Congratulations on the very fine editorial in your September issue. Not alone are you to be complimented on the fine editorial, but on the knowledge which you evidence of the value of industrial traffic management and its relationship to industry.

Your editorial at the same time presents a challenge of high standard of accomplishment to us in this industry, and to the profession. I am sure that men in industrial traffic work will strive to meet the challenge which our economy presents to us, making our job a major executive function in its contribution to the growth and development of an industry.

My personal thanks to you for the timely observations contained in the editorial and the subsequent information on Pages 10, 11, and 12.—*W. G. Koplin, Traffic Manager, The Salt Lake Hardware Co., Salt Lake City.*

To the Editor:

... I have read the September editorial and appreciate what you... are doing to advance the profession of traffic management. I have been interested in this profession for a number of years and have done what little I could to help it along. It is indeed gratifying to find publications like yours printing such nice articles.—*P. D. Barziza, Traffic Manager, Peden Iron & Steel Co., Houston.*

[The editorial to which Messrs. Koplin and Barziza refer is "Traffic: a major industrial function"; the "subsequent information" alluded to in the former's letter is the DA survey on the industrial purchasing power of traffic managers. The survey showed that some 80 per cent of the country's T.M.'s buy, specify, or influence the purchase of transportation and materials handling equipment.—Ed.]

Trying to Solve "Truckers' Dilemma"

To the Editor:

My compliments to Mr. Asher on an excellent analysis... "The Truckers' Dilemma," published in your August issue. The problem of the "rate war" as between competitive means of transportation, particularly rail and motor, is one which I believe will soon pass from the stage of a "dilemma" into the more vicious arena of a struggle. This, despite the wonderful but ineffective precepts of the national transportation policy, which demonstrates that perhaps not even a statute—certainly not undefined "policy"—can really stop out-and-out competition.—*Carl Henry Abraham, Sales Manager, Transcon Lines, Chicago.*

[Mr. Abraham is not alone in his high regard for Mr. Asher's article. The Southern Motor Carriers Rate Conference, Atlanta, reproduced the article and sent it to Conference members with the following comment:

DISTRIBUTION AGE... a magazine that is issued in the interest of transportation of commodities, published an article... "The Truckers' Dilemma."

It will be noted that the first sentence reads: "The cold war between the railroads and the motor carriers seems to be warming up." While, personally, I am not one who will run away from a scrap, I feel that there is no reason that the trucking industry should generally maintain rates lower than those of the competing rail carriers.

We have had reprints of the article made because of the fact that our program is along the lines of that brought out in this article. Your particular attention is directed to the last paragraph, which reads, in part: "And no member of the transportation industry should ever forget the spectre of government ownership, which can easily be attracted if one part of the industry can justly claim it is in danger of liquidation by the uncontrolled and destructive competition of its more powerful rivals."

There is another sentence which I believe is important to our industry, which reads: "Motor carriers, in their dilemma, should not revert to the frontier methods of everybody for himself and may the devil take the hindmost."

Anyway, I am sure that each of you will gain something by carefully reading the facts as outlined.—*W. M. Miller, General Manager.*

We would like to take one slight exception to Mr. Miller's observation. It is true, of course, as Mr. Miller says, that **DISTRIBUTION AGE** is "issued in the interest of transportation of commodities"; but that's not all we're issued in the interest of. **DISTRIBUTION AGE** is issued in the interest of distribution, of which we regard transportation as but a single—and it seems hardly necessary to add, vital—phase.—Ed.]

T. M. Likes "Report"

To the Editor:

I have always enjoyed reading the monthly issues of **DISTRIBUTION AGE**, particularly the material dealing with transportation matters. The August issue carried a very informative article entitled "The Traffic Department Reports... to Top Management," by G. Lloyd Wilson and E. H. Breisacher.—*J. M. Carey, General Traffic Manager, Owens-Corning Fiberglas Corp., Toledo, Ohio.*

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NOVEMBER, 1950

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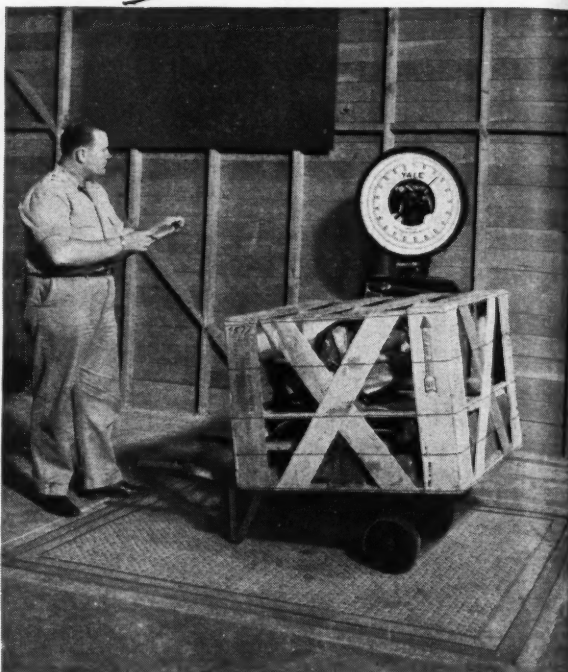
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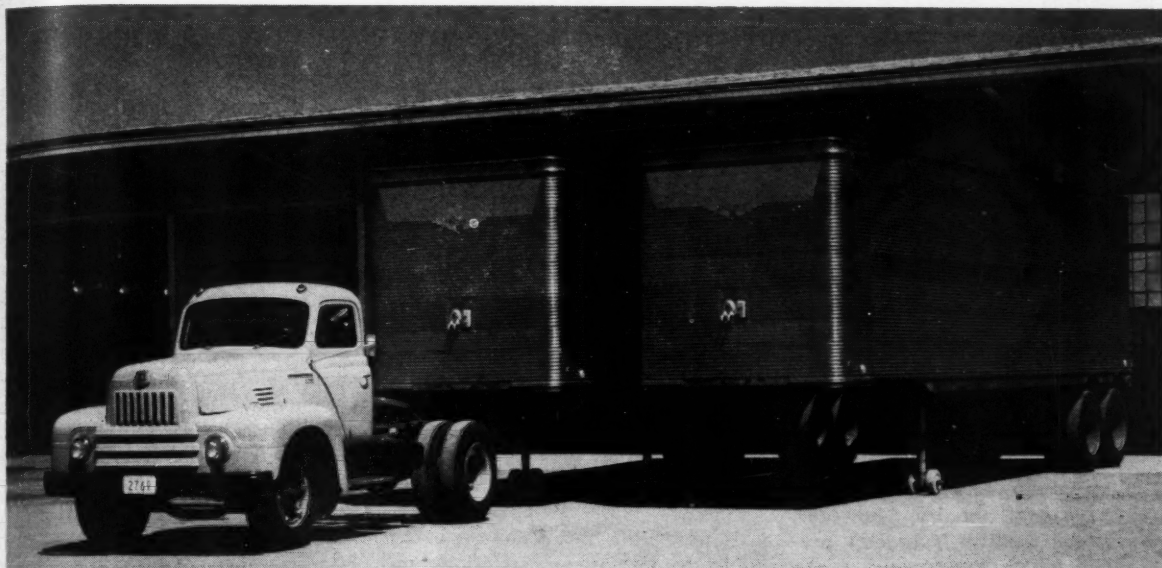
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Carriers in Conflict

The spread of private transportation threatens the common carriers, but what can the ICC do about it?

BY FRANK E. ASHER

*Department of Public Utilities and Transportation,
New York University*

BEHIND the curtain of legal conflicts and a long string of ICC decisions dealing with the extent and limitations of what is commonly known as 'private motor transportation,' a complex conflict of interests is only scarcely concealed. Where does private transportation end and common transportation begin? Neither the ICC nor the courts has as yet provided a final answer. We are anxious, therefore, to lift the curtain and penetrate to the inner sphere of economic pressures and interests. Let us examine the facts in an attempt to find a solution which does justice to the interests of all types of carriers and of large and small shippers, as well.

The seriousness of the conflict should be neither minimized nor exaggerated. The railroads are threatened by private transportation in several forms: the boat fleets of large manufacturing and commercial companies, the privately owned pipe lines, and private trucking. The common motor carriers are confronted with a powerful array of private motor transportation or certain derivatives of it like contract carriers and exempt carriers. While the existence of private transportation by water and pipe lines is so well established that little is now said about it, the controversy regarding private motor transportation in all of its ramifications has managed to occupy a place of

great interest and constant activity among transportation groups.

That this problem is one of impressive magnitude—and that it represents a real threat—can easily be understood by comparing the scope of private motor transportation with that of common carrier transportation by truck. From 1939 to 1949 private motor transportation took approximately 50 per cent of the total ton-miles transported in intercity traffic on main rural routes. The figures vary slightly from 48.4 per cent to 56.2 per cent and surprisingly enough show a slight downward trend. However, the relative growth of private motor transportation is greater than the increase in rail traffic during the same period.

Substantial traffic, then, is diverted from the railroads and the motor common carriers to private transportation. The former groups

are meeting the challenge in various ways.

The rails, for example, ask permission to meet private competition with greater flexibility in rate-making. This means sacrificing standard principles of rate-construction for the freedom to establish substandard and discriminatory rates which would meet and possibly undercut specific competition by large private carriers. References to different methods of rate-construction, like the English and Canadian system of "agreed rates," also are frequently heard.

There is a conspicuous absence of open railroad criticism before congressional bodies, however. In the extensive testimony presented by the railroads to the subcommittee on domestic land and water transportation of the Senate Interstate and Foreign Commerce Committee, nothing, to our knowledge, has been said about the competition from private truck transportation; on the other hand, pointed statements, together with legislative suggestions, are presented with regard to the transportation of so-called exempted commodities by motor. Yet, in numerous proceedings before the ICC and the federal courts, the railroads have very forcefully joined their arguments with those of the common carriers by motor.

The leading cases in which attempts have been made to interpret the definition of private transportation are well known. Section 203/17 of Part II of the Interstate Commerce Act says simply that private transportation is "by the owner, lessee or bailee, for the purpose of sale, lease, rent or bailment, or in furtherance of any commercial enterprise." This formulation appeared satisfactory in 1935, when our lawmakers tried to give legal expression to the facts of a living economy. The *Woitischek*, *Shenley*, *Lenoir*, and *Burlington Mills* cases are the principal procedures before the Commission and the courts in which clarification of the term "private transportation" is being sought. And the *Carpenter* application, the

Clayton and *Stickle* cases, the *Jameston Sterling* application, and the case of the *Bubis Truck Line* all testify to the necessity for a consolidated ruling to settle a controversy which is even more flagrant than the legal fireworks it has produced.

Shippers Have Rights

The free enterprise system of our domestic economy asserts the right of each individual—or company—to use the most economic and advantageous means at his disposal to further his business. The use of the highways is a common right, and they may be used with private vehicles or by employing common or contract carriers. Proper safety provisions are the only conceivable restrictions on this freedom. The free choice of

... Where does the conflict with common carrier transportation originate? The drive for increased revenue, the complications which modern industrial and governmental practices have created, have led to the broadening and extension of the private-carrier concept. Thus, there have developed many forms of transportation which resemble the primitive private carrier of 1935 in name only ...

a transportation medium is one of the outstanding prerogatives of the industrialist or trader.

If a commercial enterprise decides that transportation in its own vehicles costs less than using common transportation, where rates are designed to meet the average need and revenue potential of basically identical traffic, why then should it sacrifice this advantage? If a shipper with special service-requirements discovers that common transportation cannot provide a service, fully adapted to his needs, why should he not decide to set up his own system of distribution in order to, say, protect his customer relations, which may be the paramount asset of his business?

While it is true that flexibility is one of the prime characteristics (and one of the most abused) of motor common carrier transportation, it is nevertheless obvious that a fleet of trucks always at the disposal of the shipper—for small and large shipments, for short or

long distances, or for long hours of waiting for pickups and deliveries if necessary—is an advantage which cannot be equaled by the common carrier. In addition, there is the by-product of prestige and publicity gained through the appearance of shiny vehicles carrying the name of the company's product over street and highway.

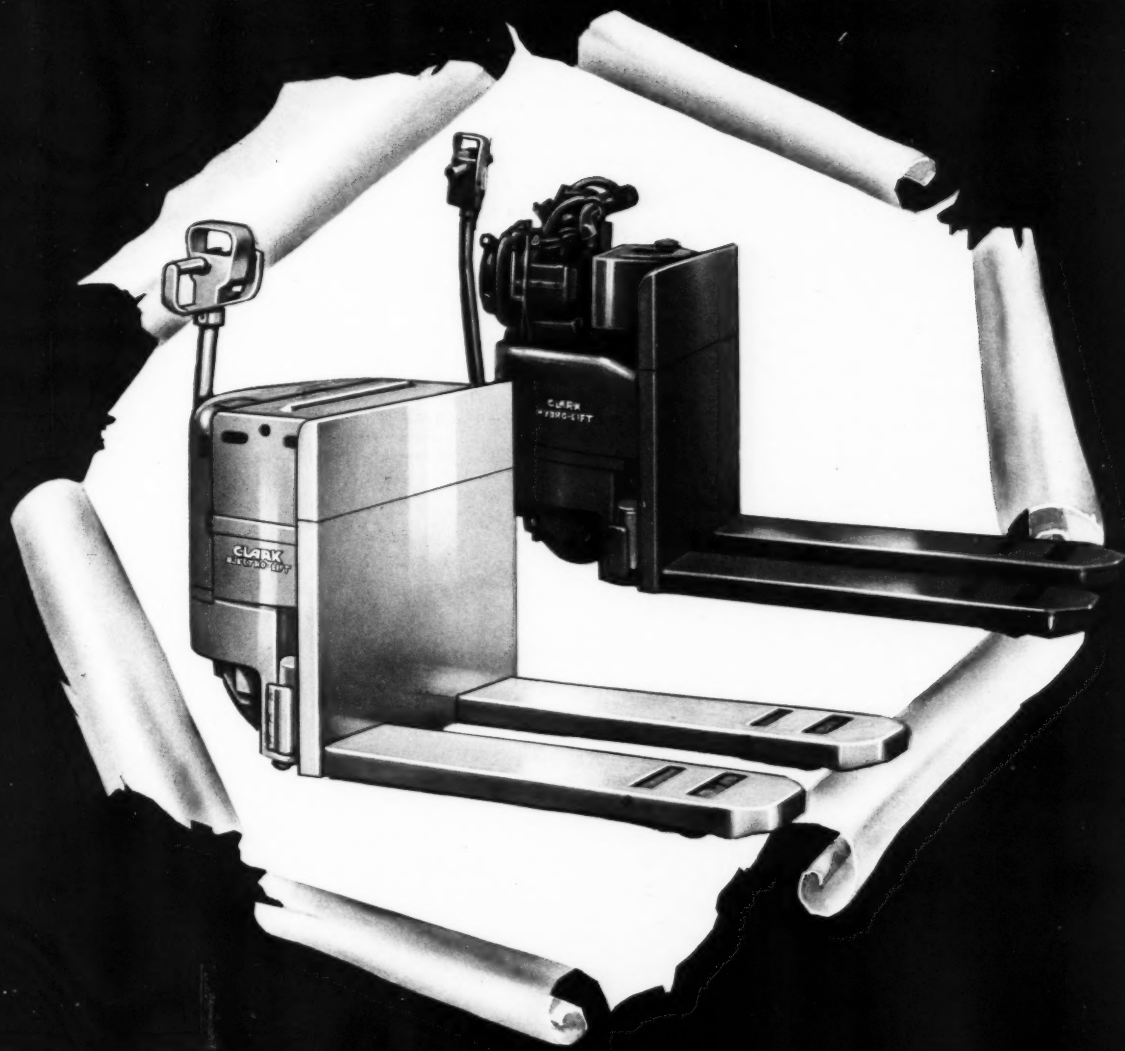
Where, then, does the conflict with common carrier transportation originate? The drive for increased revenue, the complications which modern industrial and governmental practices (including taxation schedules) have created, have led to the broadening and extension of the private-carrier concept. Thus, there have developed many forms of transportation which resemble the primitive private carrier of 1935 in name only. In operation, in management, frequently in corporate set-up and in the ability to produce profits on their own, they are so close to the common carrier that the boundaries appear to be fluctuating.

No wonder the common carriers have begged the Commission for an interpretation of the act which would prevent a further diversion of valuable traffic to sometimes rather nebulous structures of private transportation. While the railroads are faced with the problem of reduced traffic, it is the vulnerable motor common carrier whose life is at stake. It sometimes appears that the involved customer relationships between the common carrier and the shipper who is at the same time a fleet-owner, and the co-existence of private and common carriers in the same business association, tend to becloud the issue.

What type of traffic is most suitable to private transportation? Other considerations notwithstanding, the large shipper will decide on his own fleet of trucks if he controls traffic which is regular, of good transportation qualifications, and basically balanced. If a shipper receives each week a fair amount of raw material, semi-manufactured products, or spare parts for assembly, and returns shipments of fully manufactured

(Continued on page 46)

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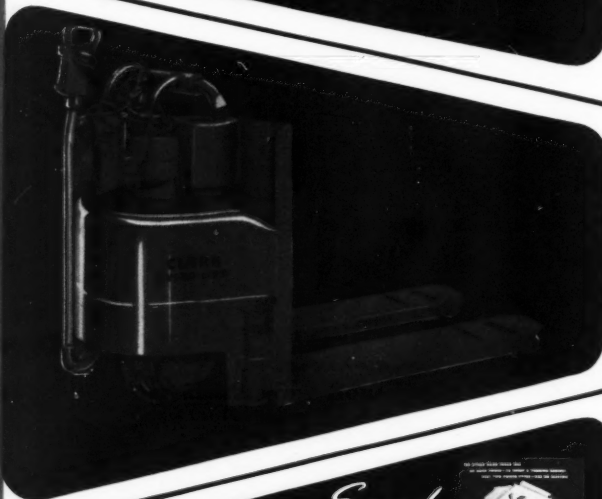
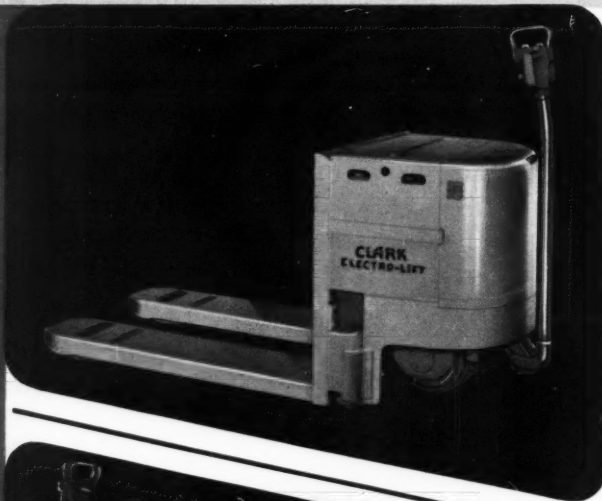
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Compare CLARK machines with any and all others of their type! You'll find they excel because they give you:

- Shortest turning radius
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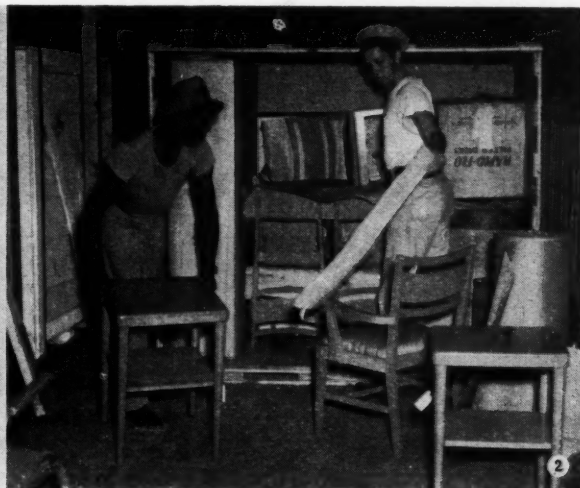
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*'Neat and Complete,' says Wigington Brothers
of its . . . PACKING-CASE SYSTEM of
handling and storing household goods*



1. VAN-O-TITE storage service developed by Wigington Bros. Transfer & Storage, Wichita Falls, Tex., uses box modeled after the government's overseas cases

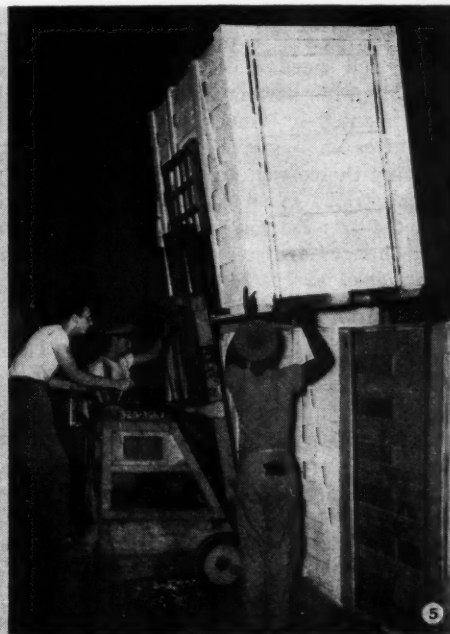
2. BOXES ARE LINED on the inside with corrugated cardboard from mattress cartons; inside edges of the box are sealed

3. IN PERFORMING MOVE, Wigington has boxes on flat-bed truck. Items to be moved, except for upholstered furniture

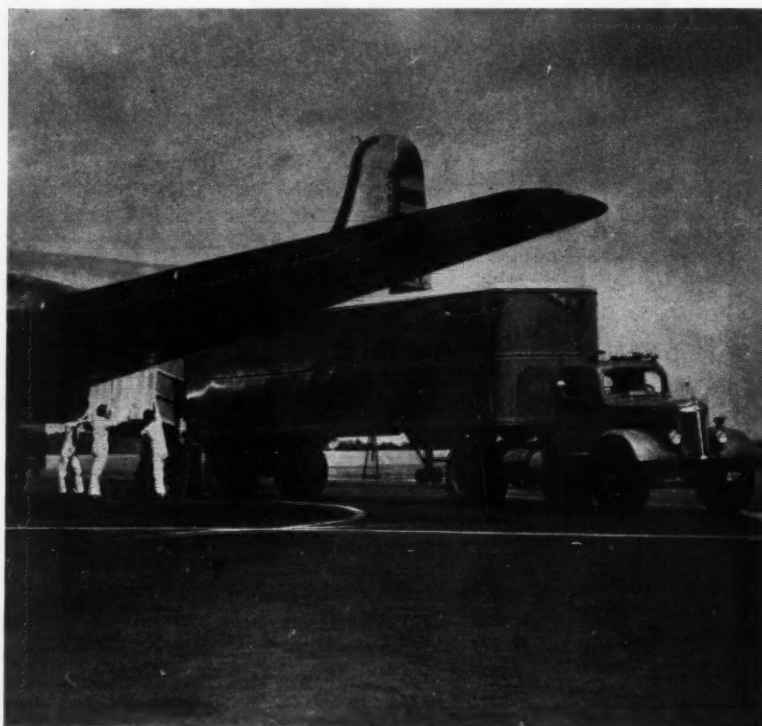
and rugs, are wrapped on truck at customer's door. Pick-up truck is sent around for upholstered pieces and rugs

4. STEEL STRAPPING finishes the job. Company saves cost of building decking, individual storage compartments

5. STACKING SAVES SPACE. Upholstered furniture and rugs are placed on racks



SPEEDING THE SHIPMENT



By **RICHARD C. COLTON**

General Traffic Manager,
RCA Victor Division,
Radio Corporation of America

"IT'S an emergency! Get it to destination immediately and spare no expense in doing it!" This harangue is usually accompanied by much waving of the arms in a grand gesture of opening the company's pocketbook to the traffic manager's unrestricted use. Do you recognize it? The chances are you do if you're an industrial traffic manager working under today's difficulties.

During the past decade, transportation conditions have been unpleasant enough that traffic men have had ample opportunity to become familiar with the mechanical details of the expediting function. All of us know that it is comparatively easy to provide fast deliveries when using the highest-rated services. But the real test of a traffic man lies in meeting a required delivery date *without* using

the highest-rated service. The correct approach to the arm-waving individual suggested above is, "Tell us the date needed; we will specify the necessary service to meet that date." This approach presupposes that the traffic man is so thoroughly familiar with the operating details of all types of services that he will always be able to select the right service at the least possible cost.

Things are Tough

Today's pitfalls are numerous. Do not permit yourself to become permanently angry with a carrier who does not always perform 100 per cent efficiently. If you do, you will soon find yourself without carrier friends. No carrier is perfect today. We must not only allow for their shortcomings, we must try to help them correct their

weak spots. The carriers are short of equipment. The railroads have ordered more cars and coincidentally have drastically increased demurrage charges. They have also inaugurated a national shipper-carrier cooperation campaign to discourage using cars for warehousing. This campaign, incidentally, is strengthened by the Association of American Railroads' determination to embargo any plant that detains too many cars for too long a time. The airlines have had most of their planes returned but are faced with a priority system (mail and parcel post, air express, and air freight, in that order) in addition to their still somewhat limited plane space. The motor carriers generally are being offered more freight than they can handle under normal conditions. This means com-

Under today's urgent conditions,

intelligent expediting demands headwork and teamwork

gestion at many truck terminals, which for the most part were not designed to carry such tonnage volume. Trailer loads of less-than-truckload merchandise may have to wait several days to be broken down for reloading into local delivery trucks.

If shipments are carefully routed, many of the pitfalls can be avoided. Single-line hauls via motor carrier are usually all right, but routing via two or more truckers may cause trouble, since many motor carriers are not at all cooperative in accepting freight from connecting lines. It's a good idea to look ahead before routing for interline motor carrier handling. There is no problem with connecting-line carriers when

routing is via rail, but some LCL service via rail may be rather slow. Watch out for embargoes via all carriers. It should be stressed that empty equipment for loading should be ordered as far in advance as possible and that the traffic manager should make it his business to see that his company does a really outstanding job on packing and marking, and on preparing bills of lading. By the same token, he should see to it that the carrier supplies good, clear bill-of-lading receipts for all shipments.

All carriers are anxious to give their customers the best possible expediting service. They are willing to go out of their way to render special handling on urgently

needed shipments; they have no patience, however, with the shipper or receiver who cries "wolf" on almost every shipment. The carriers should be given the same break you would want in their position; they should be asked for expedited service only on shipments which must *really* be rushed. And above all else, they must be given *complete and accurate shipping data*.

The various carriers are unanimous in stating that certain practices would greatly reduce the number of service requests. The airlines want advance information on size and weight of shipments, and they suggest the use of daytime flights, since they are less congested than

(Continued on page 38)

IF YOU ARE EXPEDITING A SHIPMENT . . .

AS CONSIGNOR . . .
supply carrier with the following information:

Bill of lading number

Type of container

Number of pieces

Contents

Weight

Date picked up

Full routing

Name of consignee

Address of consignee

Destination

AS CONSIGNEE go to consignor and request that—with cooperation of originating carrier—the following information be furnished:

ON ALL SHIPMENTS:

Purchase order number

Material

Consignor and origin

Date shipped

Consignee and destination

Route (complete)

ON CARLOAD SHIPMENTS:

Car number

ON LCL OR RAILWAY

EXPRESS:

Car number

Point car is carded
(first transfer point)

Number of packages

Total weight

Waybill number

Express receipt number

Prepaid or collect

ON AIR EXPRESS AND

AIR FREIGHT:

Express receipt or
waybill number

Flight or trip number

Number of packages

Total weight

Prepaid or collect

ON TRUCK SHIPMENTS:

Truck number and driver's
name (leaving city)

Total weight

Number of packages

Waybill number

Transfer point

Prepaid or collect

AMERICA'S MOTOR CARRIERS

The 17th annual convention of the American Trucking Associations reveals not only a growing concern with public opinion, but also a vast industry's determination to play its part in the national emergency

JUDGING by the 17th annual convention of the American Trucking Associations, highway transportation in the United States has only just begun to grow. The temper of the ATA's sessions at New York's Waldorf-Astoria Hotel, October 2-6, was clearly that of a young giant surging ahead despite all obstacles. In the ATA's case, there are two main obstacles—the railroads and the threat of war. The 1,500 operators who attended the convention seemed prepared to take both in their stride.

The ATA was, actually, more concerned with problems arising out of national mobilization than with its long tussle with the railroads. However, during the course of the convention, two leading spokesmen publicly rebutted popular anti-truck arguments, while a third warned truckers against nursing a "persecution complex":

● *H. D. Horton*, retiring chairman of the ATA's board of directors, told a luncheon meeting sponsored by the Traffic Club of New York that truckers cannot sustain the whole blame for destroying the highways. He said that many highways fail under today's heavy traffic because they were built before engineers had mastered the technique of modern highway design.

● *John V. Lawrence*, ATA's managing director, speaking before the group's fourth annual luncheon, asked for "a complete and single-minded dedication . . . to a solution of the problems which highway conditions have brought into sharp focus."

● *Robert F. Black*, president of the White Motor Company, addressing the ATA's board of directors, believed that the trucking industry had "lost an alarming amount of ground in the field of

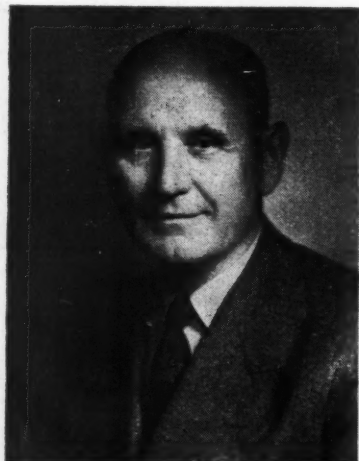
public understanding in the past two years." He was of the opinion that truckers must begin to use valid facts with which to fight back the claims of their adversaries. Mr. Black added that the industry's "persecution complex" under the intensifying barrage of propaganda "is not healthy."

Apart from these three ventures into the arena of public controversy, the convention confined itself to a discussion of the industry's internal problems and to its job in the national emergency.

For the first two days of the convention, the nine constituent conferences of the ATA held their separate sessions. The regular route common carriers conference, under the chairmanship of W. W. Callan, Central Freight Lines, Waco, Tex. discussed a large number of mutual problems:

● *Report of General Manager:*

LELAND JAMES was named successor to . . .

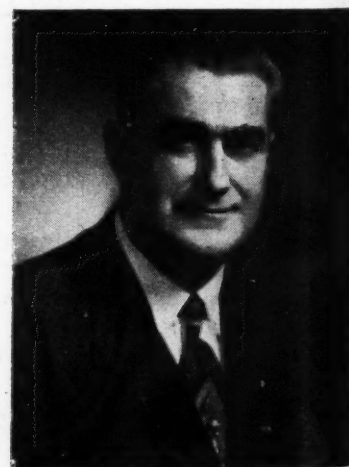


Fabian Bachrach



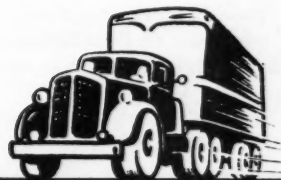
James K. Knudson, Defense Transport Administrator, addresses the ATA convention

. . . HENRY ENGLISH as president of ATA



Fabian Bachrach

TALK IT OVER



Robert J. McBride submitted a comprehensive review of the conference's activities during the past year. His report revealed extensive activity on four fronts—protection of common carrier rights, "broad overall activities," proposed changes in the transportation law, and industry-wide planning.

In attempting to protect common carrier rights, the conference has watched closely the operations of other classes of motor carriers. Contract, private, irregular route, railroad subsidiaries, household goods, and automobile carriers have, at one time or another, attempted to enter the field of transport properly belonging to regular common carriers. In each case, the conference has met with some success with its complaints to the ICC, and it will continue to be vigilant.

Broad overall activities refer to several matters of a critical, general nature now under consideration by the ICC. All of them are of serious consequence to regular common carriers. First is the ICC's investigation into leasing rules and regulations, resulting in rules which were to have taken effect September 18, but didn't. Because of late steps taken by interested carriers, the adoption of these rules has been indefinitely postponed (*see below*). The question of how commodities will be described in future certificates issued by the ICC has prompted another investigation, and the conference will shortly submit its brief. The new COD rules, effective last March 1, were partly the product of the conference's efforts, and have its approval.

The famous St. Johnsbury Truck-

ing case was another broad activity to which Mr. McBride referred. This is the case in which Division 5 of the ICC held that the restriction "except commodities requiring special equipment" in general commodity carriers' certificates, prohibits the transportation of commodities where cranes or other devices are used in loading or unloading. The conference, needless to say, quickly filed a brief against this decision, because the result would be disastrous to common carriers if literally interpreted.

Proposed changes in the transportation law were investigated last year by the Myers subcommittee of the Senate Interstate Commerce Committee. The subcommittee sought evidence to find out (1) how effectively the present law, as it applies to land and water carriers, is being enforced, and (2) what amendments are necessary to make the law more effective. The common carrier conference's brief to the subcommittee asked that four principles be observed in amending the law:

1) That no carrier be permitted to enjoy any preferential position under the law;

2) That every motor carrier be regulated so as to confine it to its particular field of operation, thus preventing it from invading other carriers' fields;

3) That a carrier cannot change its operations into a different type of service without meeting the Act's legal requirements;

4) That regulatory bodies always consider the integrity of a common carrier's rates.

In the category of "industry-

wide planning," Mr. McBride referred briefly to the work of the terminal studies committee of the conference. The work of this committee is continuing, and was the subject of extended discussion later in the meetings (*see below*).

• *Equipment Design* and specifications was brought to the attention of the conference by J. L. S. Snead, Jr. of Consolidated Freightways, Inc. As head of a committee to look into this question, he submitted a lengthy outline of the various factors which should govern the committee's procedure. The purpose of the study of equipment design and specifications is "to determine the best types producing most profit per mile for particular freight movements in particular areas." Upon completion of its studies, the committee will submit its recommendations for the component parts of various types of equipment.

• *Improving Trailer Interchange*: Ever since motor carriers have begun interchanging their equipment with one another, problems have arisen. In many cases, carriers have neglected to return trailers on time; sometimes they moved them to another carrier or put them on another route of their own lines. To avoid difficulties such as these, it was felt a good semi-trailer interchange contract form was needed. George H. Blewett, T.S.C. Motor Freight Lines, Chicago, submitted such a contract form to the conference. Not only does it meet basic requirements, but it avoids any violation of the Reed-Bulwinkle Act. This new form still (*Continued on page 42*)

Package Freight Comes

A BILL has recently been passed which practically assures the re-establishment of package-freight steamship operations on the Great Lakes.

H. R. 8847 would make available to purchasers for use on the Great Lakes not more than 10 surplus war-built vessels at prices and with allowances similar to those which have been allowed to purchasers of vessels for use on the oceans under the Ship Sales Act of 1946. This legislation recognizes the necessity of rebuilding certain vital segments of Great Lakes shipping which were practically eliminated during World War II as a result of government requisitioning of almost the entire Great Lakes package-freight and passenger fleet and many small-size bulk freight vessels.

Under the Ship Sales Act of 1946, 1100 vessels have been sold to foreign governments and more than 700 to American steamship lines for ocean operation. Since 1945, 752 additional ships of all types have been sold by the Maritime Commission for scrapping. They included vessels which were badly war-damaged or obsolete, and others of insufficient value to be utilized for shipping. This

vast disposal program, involving about 2,600 vessels, totally ignored the needs of the Great Lakes.

However, a campaign initiated by Great Lakes port and shipping interests in 1943 and carried on persistently since that time has finally persuaded Congress that the Great Lakes are entitled to limited recognition. The 10 ships authorized to be sold under H. R. 8847 will at best be but a token replacement for the 150 or more ships removed from the Lakes during the war years. However, Great Lakes marine interests are rather encouraged to have even this token recognition of the shipping problems of their region, especially considering that this legislation was adopted by the House and the Senate in the face of bitter opposition from the railroads and from ocean shipping groups opposed to the marine aspirations of the Great Lakes region.

Allows for Conditioning

The bill authorizes disposal of 10 ships from the 2,000 vessels in the government's laid-up fleet. These ships will be sold at the standard prices specified in the Ship Sales Act of 1946, but up to 90 per cent of the purchase price

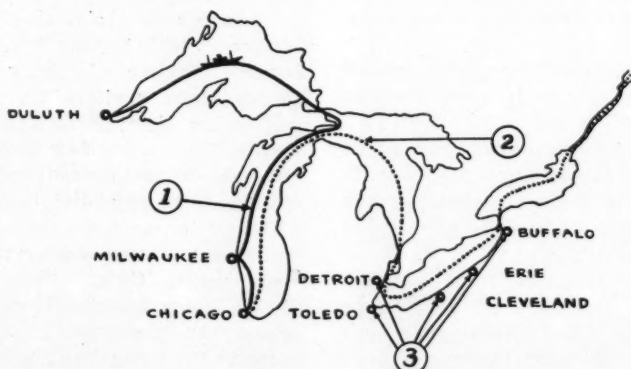
will be allowed for conditioning the vessels to operate in the trades for which they are intended. The exact types of vessels are not specified, and any available ships in the laid-up fleet may be drawn upon, including Liberty ships, Victory ships, C-4's, and miscellaneous small cargo types. However, interest has centered chiefly around the C-4 type, a 16-knot, 10,000-ton vessel built primarily for peacetime use in the intercoastal trade and for wartime use as a transport.

Engineering surveys, indicate that the C-4's, when stripped of their superstructures, can safely be brought into the Great Lakes via the Mississippi-Illinois Waterway. They will lend themselves to conversion as combination passenger-package freighters and as automobile carriers.

The cost of removing the vessels from anchorage—wherever they may be located—and conveying them to the Great Lakes will be at the expense of Great Lakes purchasers. This in itself will be a costly item, but in view of the favorable conversion-cost allowance, it is not expected to deter Great Lakes operators from purchasing the vessels.

At least two Great Lakes operators—the Detroit & Cleveland Navigation Company and the Wisconsin-Michigan Steamship Company—testified before Congressional committees that they would purchase a substantial number of vessels if the bill were passed, and would re-establish Great Lakes passenger and package-freight service. The principal pre-war Great Lakes operator in the package-freight trade, the Great Lakes Transit Company, has not disclosed its intentions recently; however, it was formerly active in support of legislation of this character.

Available information indicates that from seven to 10 ocean vessels will probably be purchased by two or more Great Lakes lines



Return of package-freight shipping to the Great Lakes, now in the cards, will restore Chicago-Milwaukee-Duluth service (1) and ocean shipping (2), and will stimulate terminal and warehouse activity in all Lake cities (3)

Back to the Lakes

under the authority of this bill. The ships will be brought to Great Lakes yards for complete conversion and modernization. In view of the large investment entailed and the limited season available for operation, indications are that every earning opportunity, in both the passenger and the package-freight business, will be exploited by the operators purchasing the vessels.

Means Broader Distribution

While it would be premature to disclose the plans of the operators in detail, it appears probable that the important Chicago-Milwaukee-Duluth package-freight service will be revived; that facilities for lake shipment of automobiles and trucks will be considerably expanded; and that an aggressive revival of Lake passenger business is in the offing.

To midwestern shippers, there is promised an important supplement to over-taxed rail transportation in the Great Lakes region and a better-balanced and more adequate transportation system for the critical years ahead. Many important segments of Great Lakes industry testified before Congressional committees that such service is imperative for the movement of agricultural products and finished goods which cannot stand the full cost of rail transportation in reaching distant competitive markets. The operation of the new ships will do much to alleviate transportation shortages and to give shippers a choice of routes with a favorable differential in freight rates.

To Lake ports and terminals and to the warehouse industry, the restoration of passenger and package-freight business will serve as a powerful business stimulant. As soon as the pre-war traffic is restored, the ports may anticipate large-volume movement of diversified traffic from inland points

H.R. 8847 makes 10 moth-balled vessels available to ship operators at bargain price



By ANTHONY L. FISCHER

President, Atlas Storage, Milwaukee

to waterfront terminals for storage and assembly preparatory to water shipment. And from the eastern half of the country, if the pre-war pattern of traffic is re-established, large volumes of imported and domestic merchandise of all types will find their way to the Middlewest through the ports and terminals of the Great Lakes. The pre-war package-freight services were a vital trade link between the western plains, the Great Lakes region, and the New England-Middle Atlantic region.

If Great Lakes package-freight is vigorously restored under the American flag, it may also be an-

ticipated that the so-called "bridge routes" of the Canadian rail lines will be restored to the Great Lakes to meet the competition of the rail-water routes between the Middlewest and New England. The two great Canadian railroad systems maintained water services on the Great Lakes solely to maintain rate parity and competition with the eastern railroads and the Great Lakes package-freight carriers. The probability of Canadian return to this business will, of course, further stimulate Great Lakes port interests in the return of package-freight under the American flag.

"SHORT COURSE" throws

THE Society of Industrial Packaging & Materials Handling Engineers did it differently this year. At its fifth annual Industrial Packaging and Materials Handling Exposition, held from October 10 to 12 at Convention Hall in Philadelphia, the SIPMHE

opened its annual contest to materials handling. In previous years the contest has been confined to packing and packaging methods and materials.

The concern with materials handling went beyond the contest. It pervaded the "short course" spon-

sored in conjunction with the exposition by Community College, Temple University. Consisting of addresses given by experts drawn from industry, the short course left the distinct impression that while packing and packaging have progressed noticeably since the last war, materials handling is still waging bitter guerrilla warfare far behind the front lines against outmoded buildings and rebellious costs.

The exposition itself presented a wide range of packaging and materials handling equipment and supplies. That very few innovations were on display seemed to indicate that the methods and equipment perfected during the postwar period were now basic to the twin distributive functions of handling and packaging.

• *Older buildings:* Outstanding among the many papers delivered during the short course was a group dealing with materials handling in relation to older buildings:

J. D. Sheahan, prominent materials handling consultant, stated: "Most older buildings were designed in a day when muscle power was the predominant moving force . . . Ceiling heights, floor loads, column spacings, elevator capacities, and other structural characteristics were designed when materials were handled and stored manually. This is not to say that old buildings cannot house efficient operations, but many of these characteristics are a complicating factor in planning a modern operation."

The same problem was stated in other terms by Leo J. Pantas, Yale & Towne Manufacturing Company: "It's not the age of the building, but the technological methods employed that really determine the modernity of any plant."

Both speakers agreed that the greatest limitations to efficient handling in older buildings result from these basic faults: inadequate loading platforms, interrupted lines of flow, slow elevators, and low-rated



Columns and other characteristics of older buildings often hinder, seldom help modern materials handling

the emphasis on... materials handling in its

relation to packaging as SIPMHE holds fifth

annual exposition in Philadelphia

floor loads. Neither speaker felt the handling problem posed by older buildings was hopeless. Mr. Sheahan believed the solution to the problem lay in the observance of three broad principles:

1) "The examination of costs is a logical first step toward making the best possible use of older facilities."

2) Handling difficulties may be the result of poor organization and supervision. "Some firms are now consolidating all storage, handling, and transporting functions under one head, whom we may call the 'director of physical distribution.'"

3) A study of plant or warehouse layout is imperative. In some cases, up to 40 per cent more space has been recovered in a single building after layout and arrangement were improved.

Two other papers dealt with materials handling and older buildings in more general terms. Henry T. French, Electric Storage Battery Company, outlined principles governing the installation of a pallet system in an older building. Robert G. Anderson, Sperry Gyroscope Company, discussed aspects of organizing a materials handling program (but neglected any mention of the traffic department's role).

• **Handling Costs:** This was the subject of two papers, one presented by C. H. Peters, and the other by F. R. Campbell, both of the Armstrong Cork Company. Mr. Peters detailed the cost elements which were brought to management's attention when it was proposed to improve the handling of asphalt in drums:

1) The actual cost of the proposed equipment—fork truck, hand lift truck, pallets;

2) Installation charges in order to put equipment to use;

3) Maintenance facilities for new equipment;

4) New power costs, if any;

5) Cost of alterations on present facilities—labor, material, other charges;

- 6) Freight and transportation;
- 7) Extra equipment;
- 8) Depreciation;
- 9) Cost of supervision;
- 10) Maintenance personnel;
- 11) Insurance, taxes, and other new expenses.

To the above items must be added an estimate of such variable costs as fuel for equipment, grease and oil, maintenance parts, and other similar new expenses.

With regard to determining the costs of packing and packaging, Mr. Campbell said: "I know this is a difficult problem, but slowly management is realizing that many a dollar in profits has been lost because the thinking was carried to the end of the product manufacturing line, and then the product was left on its own to be packaged and shipped. Today, industry is realizing that its job is not finished until the product is delivered in a usable condition to the man who pays for it."

The balance of Mr. Campbell's remarks was devoted to a description of various graphical methods adopted by his firm to predetermine the best and least-costly packing and packaging for certain of its products.

• **Handling at General Electric:** This was one of the most comprehensive features of the entire short course. It consisted of papers presented by a round dozen of the General Electric Company's materials handling specialists, and dealt with the company's internal handling at every level of its ramified operations—receiving, manufacturing, warehousing, and shipping. The chairman of this panel was Paul O. Vogt of General Electric's manufacturing policy division, Schenectady, N. Y.

• **Handling & Transportation:** Taking as his text the contention that "the best materials handling is no materials handling," Albert V. Blatz, A. O. Smith Corporation, said: "In the transportation field we cannot move communities closer to each other. Our problem, then, is to move our product from the factory to the ultimate consumer or final destination safely, without lost time and with a minimum of effort."

"The near ultimate of materials handling in the transportation field will be realized when our product . . . can be loaded into or upon the transporting medium automatically, and at destination have the product moved automatically right into the warehouse, or better still, directly to the consumer, all in perfect condition and at the very minimum of cost and effort."

Mr. Blatz was strongly of the opinion that materials handling in relation to transportation was not a matter to be considered in terms of palletized shipments. It was his view, in fact, that the fork truck-pallet system of handling did not hold the answer. He thought the greatest possibilities for handling efficiency lay in fork truck attachments.

He said, further: "Some years ago, we were asking ourselves, 'How can I palletize my product? What size, type, and material shall I use? Shall it be expendable? Collapsible? Or shall it be re-usable by the customer? Shall it be returned? If so, who shall own it? Who pays for its maintenance? Who pays the freight on its return? How many must be bought? How many shall be in float? How long will it take to accumulate a carload? How many should be carried

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GETTING AT THE MAINTENANCE

It means getting at the points in the truck which need maintenance, but accessibility is the problem to be solved

MR. ROBERT CASS of the White Motor Company presented a paper entitled "Accessibility" at the SAE National West Coast Meeting. Some of the statements in his paper are of such importance that it is felt desirable to requote them as a pre-amble to this discussion.

"The scene has now changed," Mr. Cass said, "to a point where the difference in cost of maintenance could well be the difference between profit and loss. Accord-

From an address delivered at Society of Automotive Engineers National Transportation Meeting, Hotel Statler, New York, Oct. 16-18.

ingly, it is receiving the greatest attention from the engineering and service department groups of all manufacturers.

"I think also it must be realized the extent to which the operators themselves share in the lack of progress that was made for many years in accessibility. The reason that you had vehicles that called for removal of major parts to gain access for even simple preventive maintenance was due to the demand for style, and herein the users must take their full share of the blame. Functionability at one time was the last consideration in

the purchase of a motor vehicle.

"We all know too well the 50-cent item that costs several dollars and takes several hours to take out and put back. With labor approaching three dollars an hour when all costs are figured into the price, the designer needs a freer hand if he is to make the best compromise. In any case, he must be aware that his decision on overall accessibility can save or spend at least three dollars per hour of the operator's money during the life of the vehicle in any maintenance operation."

If a discussion such as this is

Questionnaire on maintenance problems which the Society of Automotive Engineers sent to some 75 fleet operators

ACCESSIBILITY FOR MAINTENANCE

What regular maintenance operation(s) are most difficult and expensive in your fleet? Your opportunity to join other operators in bringing your problems to the attention of manufacturers and other operators by combining constructive criticism with other operators through the S.A.E.

1. Maintenance Operation or item
2. Make, Model and Year of Vehicle
3. Description of operation including reason(s) for difficulty
4. Suggestions for standardization and/or changes in design
5. Operation performed in own or outside shops
6. Name of Company _____
7. Number of Vehicles operated _____

PROBLEM

By H. O. MATHEWS

Manager of Transportation, Standard Brands, Inc.



to be of any value to operators and manufacturers it must reflect more than one person's opinion. Accordingly, a questionnaire (see left) was sent to about 75 operators throughout the United States. These operators are in charge of fleets in various types of operations—over-the-road, public utility, food distribution, etc. The answers received are representative of all of these types of operations.

Accessibility of Engine

Engine problems came in for their usual amount of criticism. One operator who uses many COE (cab-over-engine) models in city operations cited the difficulty of removing and replacing generators in a certain model. It was brought out that it was impossible to replace the generator without removing the radiator. He also said that the engine cannot be worked on without removing the engine cover, floorboards, etc., inside the cab. It was suggested that the accessories be located so that they can be worked on from above, and that the screws in the floorboards be eliminated, and the floorboards fastened down with several quick-action locks. This suggestion sounds quite reasonable. In relation to another COE make, an operator cites trouble experienced with the oil line from the motor to the oil-pressure gauge, and claims that it is difficult to change, due to inaccessibility. Referring to the same make or model, this operator cites the

following items as giving him difficulty, owing to inaccessibility: upper water manifold and cylinder heads, fuel pump, and generator. He also mentioned the air compressor, which is located on the front of the motor, and requires removal of the fan pulley shaft for replacement. The same operator says that adjusting the carburetor on another make requires a special flexible screw-driver or the removal of the floorboards, and that the master brake cylinder has to be filled from under the truck.

Still another operator, speaking of COE models, said, "On all COE models in our fleet, maintenance accessibility is a lost feature. Even installing a fan belt or spark plug becomes a problem. It would require considerable redesigning to eliminate the problems involved, but it would be well worth the effort, since it would let the operators enjoy the advantages of COE equipment without suffering maintenance-wise."

Several other operators referred to the same items and commented on the inaccessibility of many of the engine parts and accessories which require routine maintenance. But something can be done.

One of the prominent manufacturers has recently produced a truck with a cab which tilts forward mechanically. Since they have found a way to tilt the cab when the battery is dead, it seems to work perfectly. As an indication of the value of this design from a maintenance standpoint, the guaranteed maintenance charges made by this company are

reduced about 10 per cent on the tilt-cab model. Since the tilt- and standard-cab vehicles have the same mechanical features, it must be assumed that this reduction is due to savings in mechanical labor due to accessibility.

Comment on Standard Units

There was some discussion worthy of note by operators of large trucks of conventional design. One operator who runs a large fleet of diesel trucks in over-the-road operations commented on the problem of removing the engine from the chassis for overhaul in his own shop. He stated that it was necessary, when removing the engine, to remove the transmission, clutch and fly wheel, and to separate the cylinder block from the engine bell housing. The housing must be left fastened to the motor leg supports. All of this work is necessary because the steering-gear assembly interferes with the removal of the engine as a unit. He suggests that it would be well to consider installing the steering-gear on the outside of the frame. He hastens to point out that removal of the steering-gear itself with the engine in place is equally difficult—there just isn't enough room.

Another operator using heavy-duty trucks comments on the lack of proper exhaust- and inlet-valve identification on the outside of the cylinder block. Since the valves require different clearances, he suggests that they should be marked on the block or head to

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International All-Cargo Service:

BENEFIT... or BURDEN?

By **JOHN H. FREDERICK,**

Transportation Consultant

THE Civil Aeronautics Board is now considering whether to grant the applications of Seaboard & Western Airlines and Transocean Air Lines to provide a specialized cargo-only service between the United States, Europe and the Middle East. The paramount issue in the proceeding is whether public convenience and necessity require that additional service be provided between the points or areas these applicants propose to serve. The areas are already being served by three American lines—Trans World Airlines, American Overseas Airlines and Pan American World Airways—

and by a number of foreign carriers. As the applications under consideration entail the establishment of foreign operations, the President, as provided by the Civil Aeronautics Act of 1938, will make the final determination.

Both Seaboard and Transocean have been operating for several years as contract or non-scheduled carriers of both cargo and passengers, but they now desire to stabilize their cargo activities, so to speak, through CAB certification on either a temporary or a permanent basis. They contend that certification enabling them to provide the service they plan would offer, at

the very least, the following public benefits.

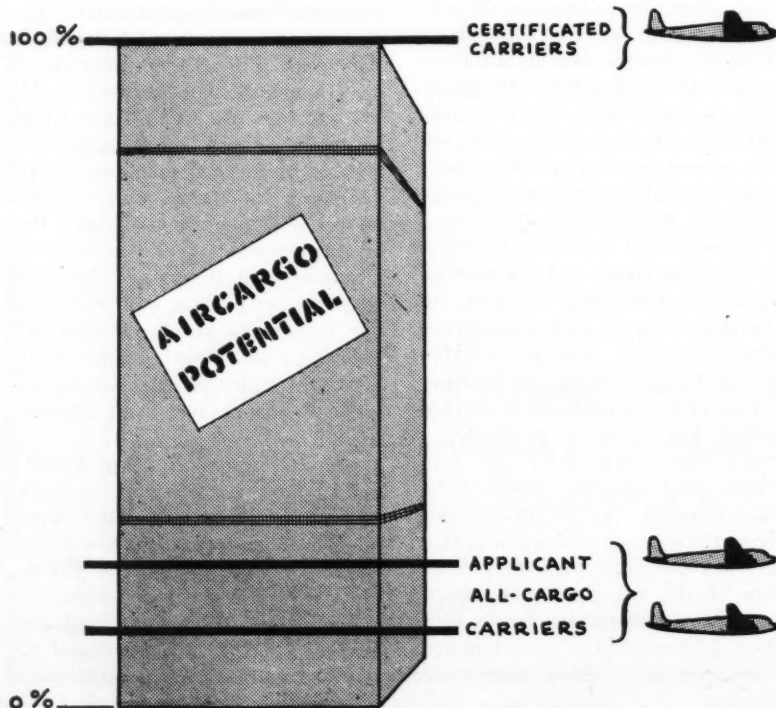
1) A pool of cargo aircraft and an organization of personnel to operate the craft would be established. This would provide a reserve for use by the military in the event of an emergency.

2) A yardstick would be provided for determining the proper standard of costs for the transportation of cargo. This would enable the CAB to measure the efficiency of the presently certificated carriers with respect to their cargo-only operations. In this way, it is contended, they would not have to depend upon an arbitrary allocation of costs among types of traffic.

3) A stimulation would be provided to experiment with new cargo-handling techniques, developmental procedures, cost-cutting, rate-lowering, etc., in an effort to stimulate the movement of mass quantities of cargo. This is held to be particularly true in view of the fact that the applicants would not have the benefit of subsidy or a guarantee of successful operations by the government. It is argued that their certification would therefore provide benefits, both to shippers and to the commerce of the United States generally, which cannot or will not be provided by the carriers primarily interested in the transportation of passengers and mail over fixed routes with fixed schedules.

Of the three American carriers certificated to provide service between the areas under consideration, only Pan American and TWA have operated cargo-only equipment over the Atlantic in recent times. Actually, almost 80 per cent of the cargo carried by these three carriers in the last few years was transported in combination craft carrying passengers, mail, express, and cargo. Since Pan American has now acquired American Overseas, there will eventu-

BENEFIT OR BURDEN? Would the applicant all-cargo carriers take so much of the U. S.-Europe-Middle East air cargo potential as to make present operations of the certificated lines in the area a burden on the U. S. Treasury?



ally be but two United States certificated carriers of the combination type operating between this country, Europe and the Middle East.

Skeds Disagree

Naturally, the American-flag carriers already certificated to provide service across the Atlantic contend that none of the benefits urged by Seaboard and Transocean require new certification. They assert that a pool of equipment and personnel as a reserve for the military forces can be attained equally well through the transportation of a similar amount of cargo by themselves, and that it is not important who actually employs the personnel or operates the equipment, as long as it is engaged in this type of operation and is available for use in time of national emergency. It is thus argued that—assuming that the maintenance of a pool of equipment is desirable—the function can be handled quite adequately by the presently certificated carriers.

With respect to a cost yardstick, the presently certificated carriers first argue that a comparison of costs between domestic cargo-only operators and domestic combination airlines will provide a sufficient yardstick—if indeed, such a yardstick is needed; and secondly, that the amount of competition from foreign as well as present American carriers in the international field has so diluted the traffic available for each individual carrier as to make it economically unsound to authorize additional carriers in this market.

With regard to the value, experiment-wise, of cargo-only operators, the certificated carriers take refuge in the statement that, while both Seaboard and Transocean have been operating as irregular cargo-carriers in the international field for several years, neither has inaugurated anything new in cargo operations. In fact, the argument runs in most instances, Seaboard and Transocean have done no more than adopt the practices and procedures already employed by certificated carriers—with the exception of certain practices in rate-

(Continued on page 48)



J. Barclay Potts (left) and James J. Vogel, Mr. Out and Mr. In

N. Y. State Warehousemen Convene

Potts warns delegates of anti-truck triumvirate

FROM all indications, a concerted effort is being made throughout the nation to increase taxation on trucks, restrict truck sizes and weights, and raise gasoline taxes, according to J. Barclay Potts, outgoing president of the New York State Warehousemen's Association.

Mr. Potts, who is president of The Manhattan Storage & Warehouse Company, New York, addressed the opening session of the NYSWA's 29th annual convention, held Sept. 15-19 at Saranac Lake, N. Y.

Higher operating costs to commercial-vehicle operators are being sponsored by an alliance of railroad men, lawmakers, and private interests, Mr. Potts said. The operators must fight this alliance by making their position known to state legislators and by getting the whole story before the public, delegates were told.

One of the duties of the NYSWA, according to Mr. Potts, "is to keep an eye on any move in state government which would affect the cost of operations in our industry."

As an example of such a move, he cited the Griffenhagen Report, a study sponsored by the Citizens' Public Expenditure Survey, Inc., Albany. If taxes on truck operators are increased by the amount envisaged in this report, said Mr. Potts, the license registration fee of his own particular firm would be increased from \$2,328 to \$18,707 annually.

The convention responded by going on record as unanimously op-

posed to additional taxes on highway transportation.

The convention also:

- Heard George D. Lentz, president of the National Furniture Warehousemen's Association, report that conditions throughout the country were generally favorable, but that unless the industry "takes the initiative to design services for tomorrow's needs, the government and other private interests will be there with a utility ahead of ours."

- Was told by Benjamin R. Miller, director, industrial relations department, American Trucking Associations, that while the transportation industry is more prepared for an emergency than ever before, the Korean war and its aftermath have given rise to a manpower shortage which might become acute.

- Listened to a report by David Brodsky on the activities of the Movers Conference of America, for which Mr. Brodsky is general counsel. He said that the group was planning to seek federal legislation to remedy the rate-war conditions prevailing in the moving industry in the handling of government traffic. The legislation would wipe out the government's favored-shipper position and put all government household goods traffic on a tariff basis.

- Was advised by P. E. Tobin, regional manager of the White Motor Company, to expect controls and the possibility of a subsequent truck shortage.

- Elected James J. Vogel, John Vogel, Inc., Albany, as president to succeed Mr. Potts.

MAINTENANCE PROBLEM

(Continued from page 29)

make it easy for the mechanics to identify them and avoid mistakes. This operator criticizes the location of the cross brace between the front spring rear hangers on one make of truck. The location of this brace behind the rear motor support bracket makes it necessary to remove the motor to replace the brace. (Perhaps the operator should find out why the brace has to be replaced. This work does not appear to be normal.)

Another operator of medium- and heavy-duty equipment comments on the problem of removing and replacing radiator hose—particularly the hose at the lower end of the radiator extending to the water pump. I'm surprised that more operators did not comment on this particular problem, for I'm sure that anyone who has done it lost not only a screw driver, several bolts and nuts, and his religion, but probably also his respect for manufacturers of radiators. The operator has this suggestion to make: "An elbow

molded hose could be used which would eliminate the necessity of the metal elbow on the water pump." This appears to be a simple change.

The same operator comments on the inaccessibility of the starter and fuel pump on a popular model. He also mentions the fact that the clutch throwout shaft and the arm on one model are welded together, making it necessary to remove the transmission, the clutch assembly, the fly wheel, and the bell housing to replace the clutch throwout shaft. He suggests that a removable arm be designed which can easily be replaced. An interesting comment by the same operator concerns replacing a gas tank on one vehicle which he says is often in need of repairs. He states that it takes three men to remove or replace this gas tank because of the manner in which it is mounted.

Light Trucks Discussed

Light-duty trucks came in for a share of criticism from almost

all of the operators who replied to the questionnaire.

One operator made an observation not brought out by others. It concerns the equipment on the dash unit and the maze of mixed-up wiring underneath the dash which must be repaired occasionally and which certainly is inaccessible to the ordinary mechanic. His suggestion is "removable panels" on either the dash or the fire board wall to facilitate the maintenance and replacement of dash units. I would like to emphasize this criticism and strongly recommend to all manufacturers that additional consideration be given to the design of this part of the vehicle. The same operator comments on the time required for the removal and repair of window regulators and door controls. Certainly, there is room for improvement here.

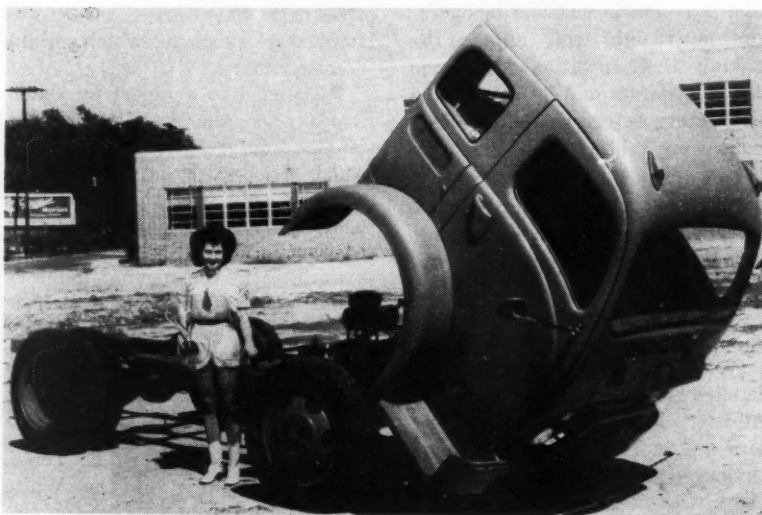
An operator of more than 1,000 vehicles comments on a certain make of truck as follows:

- Oil line to rocker arm shaft is placed in an undesirable location and is hard to service.
- Very little clearance between side of cab frame and manifolds, which necessitates removing cylinder head simply to drill out broken manifold studs. Manifold studs crystallize easily and seem to break off without stress.
- Changing of generator is a major operation, requiring removal of wheel, fender parts, etc.
- Front shackle pin of rear spring almost impossible to remove, due to being built too close in. It becomes necessary to cut bracket off frame for replacement of same.

The same operator says of another make that it is necessary to remove the motor to remove the crank case. Since this is the same vehicle mentioned earlier regarding the replacement of equipment, it would appear that some design for increased accessibility and less maintenance cost is more than past due.

Another operator of light-duty equipment comments on the extra costs involved in repairing the master brake cylinder, changing the front engine supports, and replacing freeze plugs and water

Front-End Accessibility



"Miss Georgia Roadeo" displays front-end accessibility by tilting cab of White truck

THE cab of the new Model 3014 truck engineered by The White Motor Co., Cleveland, for city and suburban delivery service, tilts in 20 seconds, providing complete front-end accessibility for maintenance and servicing. Model was introduced in Atlanta by Lois Lee, employee in White's branch office in that city. Miss Lee was "Miss Georgia Roadeo of 1950."

pumps on one model. Since this operator does very little work in his own shop, he is in a good position to measure the extra time required for such maintenance.

The comments of an operator with a fleet of light-duty vehicles which operate in rough territory in the Middle West were of particular interest. His remarks referred to the adjustment of anchors on one make of hydraulic brakes. He states that it is necessary to remove brake drums and wheels and use a special brake gauge to adjust these anchors. The important part of his comment is that formerly the anchors could be set from the backing plate and adjusted with the gauge through a slot provided in the brake drum. This of course was much cheaper.

Several constructive comments were received from an operator along the Eastern Seaboard:

- "Hand or emergency brake, whichever it may be called, could stand a lot of improvement. It is either on the drive line or in the rear hub, and it seems that the manufacturers are trying to hide the brake shoes because they are of no value. Either brake is all right if properly designed and made accessible . . . for proper adjustment and relining of shoes. Most mechanics prefer the drive shaft type because of accessibility and elimination of brake cables.

- "Oil pan of the engine should be designed for easy removal and perfect gasket seals. On some vehicles . . . it is necessary to remove the rods, drag link, radius rod, cross-member motor supports and clutch inspection cover in order to . . . install an oil pan gasket. Adjustments costing 35 cents require a day's labor.

- "The differential on one make would be much simpler to repair if adjusting screws were used instead of shims. This would save time in having to disassemble the whole unit just to remove one shim."

There were many other comments, but those mentioned were the ones most frequently cited by more than one operator. Since these operators own more than

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One of the 3,000 forty-foot refrigerator cars built by PFE in 1949.

Pacific Fruit to Add 2,100 Reefers

The world's largest fleet is getting larger

THE distinction of possessing the largest fleet of refrigerator cars in the world—38,000 units—has failed to de-energize the outlook of the Pacific Fruit Express Company. PFE wants more.

In fact, by next year at this time, it hopes to be well-immersed in a project to increase its collection of traveling ice boxes to a new high of 40,100.

This was revealed in a recent announcement by Pacific Fruit's joint owners, the Union Pacific and Southern Pacific Railroads. Plans to construct 2,100 new refrigerator cars in Pacific Fruit's Los Angeles and Colton shops are now well along, it is disclosed.

Included in the new batch of cars will be 100 heavily insulated, "super-giant," 50-foot reefers for use in moving "the steadily increasing traffic in frozen foods." Plans for these units are not yet complete. Pacific Fruit already has 414 cars designed especially for frozen-food traffic.

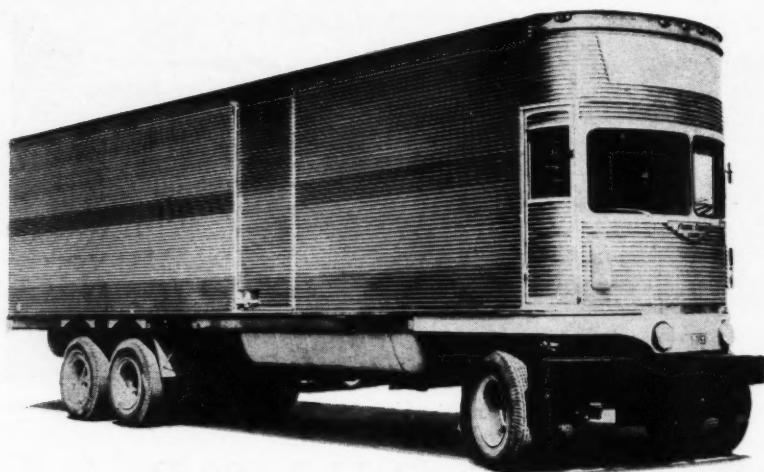
The 2,000 cars comprising the bulk of the order will be standard 40-footers incorporating all of the improvements which the company has built into its previous post-war models. The first of the new units is scheduled to go into service some time before the middle of 1951, according to K. V. Plummer, Pacific Fruit's vice president and general manager.

All of the cars will be steel-sheathed and wood-lined. The stand-

ard units will have air-circulating fans, half-stage icing grates "for economy where full icing is not needed," sidewall flues, and conventional ice bunkers with a total capacity of 11,500 pounds of ice. Side and end walls will contain four inches of insulation; floor and roof, four and one-half inches. The cubical loading space of 1,988 cubic feet will hold 80,000 pounds.

The major differences between the new standard models and the company's other conventional post-war units will be in the construction of the doors and in the type of flooring material employed. The new models will have sliding rather than swinging doors, and the door opening will be six feet instead of four. Wooden floor racks will give way to steel slatted racks in the new models.

In keeping with an avowed policy of providing increasingly better service to the growers and shippers of perishable foods who utilize Pacific Fruit's services, the company has put 9,000 new refrigerator cars on the road since the close of World War II and has reconditioned or repaired over 12,000 others during the same period. It built 3,000 of the new units in 1949, and this year it is putting 4,000 older models through its general repair program. The cost of its post-war fleet-modernization and repair project, including its latest new-car venture, is in the neighborhood of \$125,000,000.



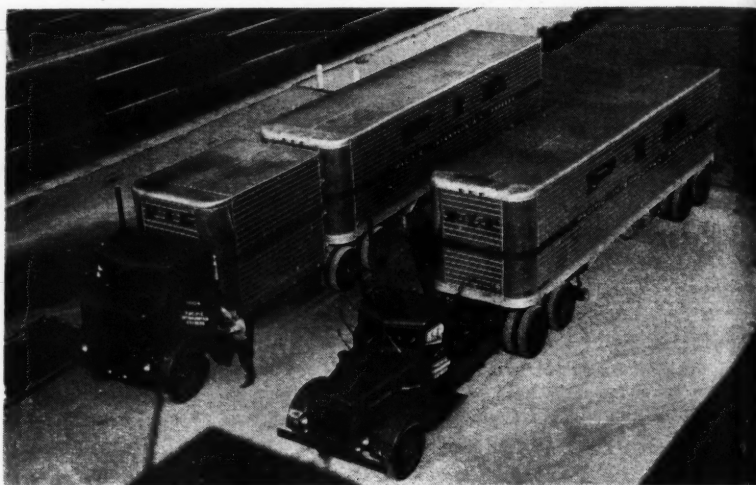
Trucks Take a Turn for the Different

SELF-PROPELLED TRAILER (above) The Twin Coach Co., Kent, Ohio, has joined a Fageol engine to a Fruehauf trailer and come up with the Fageol Super Freighter. It is said to have the same (or greater, depending on state laws) load capacity as a tractor-trailer, but to weigh from 5,000 to 8,000 lbs. less, to measure from eight to 10 ft. less, and to eliminate dead weight.

Super Freighters will be built around a variety of Fruehauf trailer types, including van and refrigerator. Engine runs on gas or propane, and units are furnished with single or tandem rear axles, single or dual drive, and single or dual front wheels.

DROMEDARY (right) The Pacific Inter-mountain Express Co. has solved the problem of carrying overflow "balloon," or bulky freight on its western runs through development of a combination tractor and truck called a "dromedary"—so named because of the cargo-carrying "hump" which sits between the driver's cab and the semi-trailer. The dromedary combines a cab-over-engine tractor with a 12x8x8 1/2-ft. aluminum box and will be used west of Denver for bulky shipments which do not bring semi-trailers up to maximum authorized payloads. The hump will provide 664 cu. ft. of cargo space in which to haul the overflow.

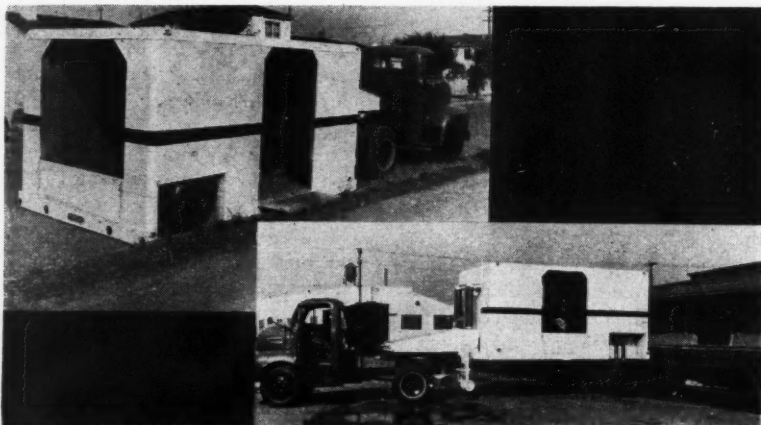
The Denver dividing line is owing to maximum-length limits imposed east and west of that city. East of Denver, the limit is 45 ft., well below the 54-ft. 8-in. length of the dromedary plus a 35-ft. semi-trailer, West



Dromedary and semi-trailer (left) compared with conventional tractor and semi-trailer

of Denver, 54 ft. 8 in. is legal, however. When this east-west disparity is adjusted by using a longer semi or a full truck and trailer combination west of the city, freight moving east of Denver must be transferred. But with the new system, it's only a question of substituting a shorter tractor for the dromedary and driving off.

The box is situated aft of the cab and forward of the fifth wheel. It has standard doors in the rear for direct loading from docks, and a specially designed ramp will extend from the dock over the fifth wheel to facilitate handling. Brown Trailers, Inc., Spokane, is building the boxes; the tractors are being constructed by Peterbilt Motors.



IT'S UP, IT'S DOWN (left) Direct-level loading from curb height to dock level is afforded by the Lo-Loader trailer, a development of the Standard Trailer Co., San Leandro, Calif. A simple control valve mounted in the cab or at any other convenient spot actuates a hydraulic system capable of raising the entire bed to virtually any height for dock-level loading or lowering it to the pavement for curbside operations. Lo-Loader's rear end has individual-wheel suspension.

Units are made in four-wheel and semi-trailer types, with beds or vans to meet individual requirements. Capacities start at three tons, and, according to Standard, are limited only by highway load-restrictions.

Illustrated semi-trailer model is equipped with mechanical stops set at 10-in. frame clearance; in operation, trailer is supported directly by axles and fifth wheel.

EATON

2-Speed Truck

AXLES

for the life of your trucks

They increase truck life . . . they last the life of the truck—that's what operators say about Eaton 2-Speed Axles.

They give extra vehicle miles because the driver has twice the conventional number of gear ratios at his command. He selects the ratio best suited to operating conditions, with less strain on engine and power transmitting parts. The engine runs at peak efficiency, saving gasoline and oil.

Eaton Axles match the truck for durability. The exclusive planetary system permits rugged construction and minimizes load on any one gear or bearing. Wear is reduced by another exclusive feature—forced-flow, positive lubrication.

Get full information about Eaton 2-Speed Axles (on most 1½ ton and larger trucks) from your truck dealer.



Axle Division

EATON MANUFACTURING COMPANY

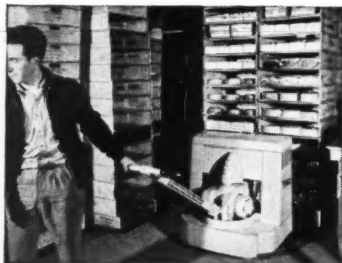
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NOW "STUBBY" a shorter WORKSAVER

it's a **YALE WORKSAVER** electric truck



FOR NARROW AISLES



FOR FREIGHT CARS



FOR HIGHWAY TRUCKS

**STUBBY OUTSIDE
STURDY INSIDE!**

Squeezing through narrow congested areas is a cinch for "Stubby." Here's why: "Stubby" is 6 inches shorter than other Worksaver models. But it's cut down in length only . . . all the efficient

qualities standard in Yale Worksavers are part of "Stubby," too! "Stubby" Worksavers can be had in pallet or platform form lengths to suit your exact needs . . . in 4,000 and 6,000 lb. capacities.

Only "Stubby" Worksavers have all these advantages:

1. Operational Controls On The Handle. Dual controls . . . right or left-hand operation for two forward and reverse speed travel. Push buttons for elevating and lowering . . . dual control warning signal.

2. Power-packed Drive Unit has improved motor efficiency.

3. "Dual-Lift" Mechanism . . . new . . . better. Combines 2 hydraulic lifting cylinders with articulating connection to lifting linkage.

4. Easy Steer . . . widely separated tapered roller load bearing and 16" diameter, ball bearing steering ring with built-in, self-aligning features. Greater than right angle turning in either direction.

5. Positive Acting Safety Brake effective instantly with handle in either upright or horizontal position.

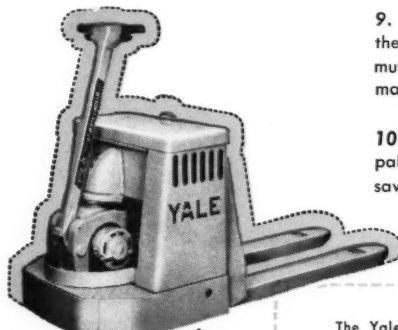
6. Dual Trailing Wheels in each fork of pallet truck provides wide floor contact . . . easier turning . . . greater floor protection.

7. Large Diameter Drive Wheel has more rubber . . . cleated treads for better traction and longer wear.

8. Double Battery Protection . . . batteries assembled in steel case . . . fit in Worksaver's totally enclosed heavy steel battery compartment.

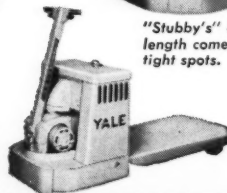
9. No Flexing Of Electrical Wires . . . they're fed into handle controls from commutator at fulcrum point. Eliminates breakage, maintenance . . . reduces fire hazard.

10. Spark Enclosed Features available on pallet and platform type "Stubby" Worksavers.



DETACH AND MAIL COUPON NOW!

"Stubby's" 6 inch shorter length comes handy in tight spots.

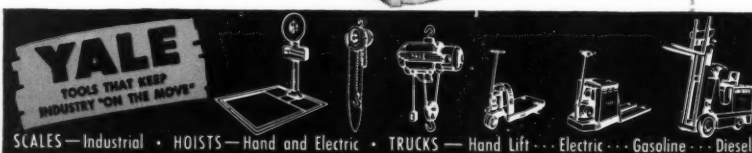


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- ☐ Pallet Type "Stubby" Bulletin-P-1207
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Name.....
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TOOLS THAT KEEP
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SCALES—Industrial • HOISTS—Hand and Electric • TRUCKS—Hand Lift • Electric • Gasoline • Diesel

**Southeastern warehousemen hear
Jay Weil, Jr., lambast present
policy on foreign trade zones**

Support Zone Bill, Warehousemen Asked

THE government's foreign trade zone policy, which has come under fire from the public warehousing industry so often in the past, was subjected to a full-scale barrage recently by Jay Weil, Jr., spearhead of the industry's zone-policy-reform drive.

Mr. Weil, who is chairman of the committee on bonded warehouses and foreign trade zones of the American Warehousemen's Association, told delegates to the annual convention of the Southeastern Warehousemen and Movers' Association, held Sept. 14-16 in Chattanooga, Tenn., that "our industry is presently facing its greatest threat of destruction from government competition through the establishment and operation of foreign trade zones."

It was his purpose, said Mr. Weil, who is also vice-president and general manager of the Gulf Shippside Storage Corporation, New Orleans, "to forever dissipate the feeling among interior warehousemen that the competitive danger of foreign trade zones is something between a few port warehousemen and widely scattered government operations."

All public warehousemen, declared Mr. Weil, have a stake in zone-reform measures. Specifically the AWA and its zone committee are endeavoring to secure "for qualified public warehousemen the same privileges as are now enjoyed by publicly managed foreign trade zones."

This end can be achieved, delegates were told, "If nationwide support and interest is manifested by the warehousemen." In particular, Mr. Weil directed the operators' "support and interest" to the customs simplification act of 1950, which was before Congress at the time of his address. [Congress adjourned before taking action on the measure, and it is therefore off the books. It is almost certain, however, that the bill will be re-introduced at the next session.]

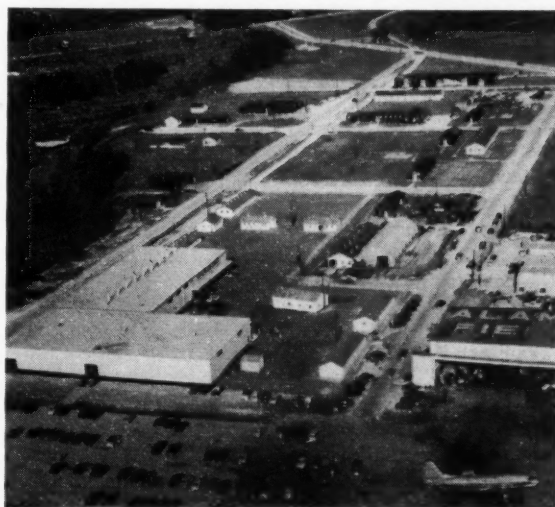
Mr. Weil said that the AWA committee is attempting to add an amendment to the bill which will achieve the aforesaid goal of equalizing zone privileges. He urged the warehousemen to "sell" the amendment to a sub-committee of the House Ways and Means Committee which was to have conducted on-the-spot hearings in the Southeast. He also reminded his listeners that

"your representatives and senators are most sensitive and responsive to 'sentiment from back home.'"

Mr. Weil confessed that he was at a loss to understand—in view of the stipulation in the Foreign Trade Zones Act of 1934 that zones could be operated only by public, non-taxpaying bodies—how it came about that Foreign Trade Zone No. 6 at San Antonio, Tex. (see below) is being operated by a public warehouseman. "Please don't ask me why the San Antonio zone is an exception to the rule, because I can't tell you," he said.

He explained that he had gone to Washington in March to find out why public warehouses could not enjoy the same privileges as publicly operated zones and had been told that a public warehouseman could be granted a permit to operate a zone. "But I was also told that the law . . . provides that the Foreign Trade Zones Board shall issue permits to public corporations. Whatever the answer . . . added government competition is in the making, and don't underestimate this competition."

Sixth Trade Zone Opens



Foreign Trade Zone No. 6, San Antonio, Tex., viewed from the air.

THIS country's first interior foreign trade zone—and the first to be operated by a public warehouse—was formally opened Sept. 22 at San Antonio, Tex. It is Foreign Trade Zone Number 6. Grantee is the Scobey Fireproof Storage Co., San Antonio.

The zone encompasses about 8½ acres, of which 3½ are now under fence. The remainder is being held for future expansion. The main warehouse building, which lies within the enclosed area, has 40,000 sq. ft. of open storage space and 5,000 sq. ft. of refrigerated space. Nine other buildings provide an additional 10,000 sq. ft. for manipulation and display of commodities and for office space.

No. 6 is equipped to render users a wide range of services. There are fumigation rooms; a vault for valuables; wash racks; and equipment for washing, grading, and processing shrimp.

The warehouse is served by a spur track from the main line of the Missouri Pacific. There are facilities for spotting 25 cars at once for loading and unloading. The entire enclosed area is paved, which will permit yard storage of building materials, barreled merchandise, and similar commodities. Pallets and other types of materials handling equipment are provided for rapid handling.

SPEEDING THE SHIPMENT

(Continued from page 21)

the usual pattern of night movements.

If possible, the motor carriers want equipment ordered the day before service is required. They point out that if the right size trucks are not ordered originally, the trucks must be replaced, resulting in costly delays to both shipper and carrier. They ask that outbound trucks be ordered on some sort of schedule so as to avoid expensive waiting time. (Some companies ship all day long with pickups on a carefully prepared schedule.) Lastly, they urge that bills of lading be prepared in time for signing when shipments are loaded on trucks.

The railroads want all equipment loaded and unloaded promptly, and loaded as heavily as possible. They also ask cooperation in cleaning inbound cars after unloading so they will be ready for immediate loading by the next shipper.

Naturally, the best results and the lowest transportation costs will be achieved if the traffic manager is given an opportunity to specify routing instructions prior to the movement of the goods. Then, too, the consignor can do a much more efficient job of obtaining carrier

forwarding references if requested to do so prior to the release of the shipment to the carrier. There is nothing worse than a shipper wiring only the bill-of-lading number to his customer. The consignor's bill-of-lading number is of no value to the consignee's traffic division: Transportation companies identify all shipments with their own waybill number, pro or freight bill number, or, in the case of the Railway Express Agency, with their own express receipt number.

Excessive Expediting

One of the best methods of avoiding excessive expediting is to have a plan to route both inbound and outbound shipments intelligently. Let us consider inbound shipments first. It should be emphasized that it is absolutely necessary that inbound shipments are routed by the consignee to the fullest extent possible. This is an exceptionally important function today, as the country goes into partial mobilization and, concomitantly, into a "shorter-supply" economy. The importance of moving raw materials into plants expeditiously cannot be overemphasized. An objective of routing pol-

icy should be to issue to all suppliers or vendors shipping in other than carload lots from the same origin point to any particular plant, routing instructions *via the same carrier*. The carrier involved is bound to develop a sense of obligation toward the account. He knows he is getting *all* of the inbound freight shipments from origin point to the destination plant in question. He knows he will lose the entire movement if he fails to provide good service on all shipments at all times. He thus has a personal interest. Whenever possible, this policy should include shipments purchased FOB delivered, on the theory that the freight cost is in the delivered price and the consignee is therefore privileged to route it.

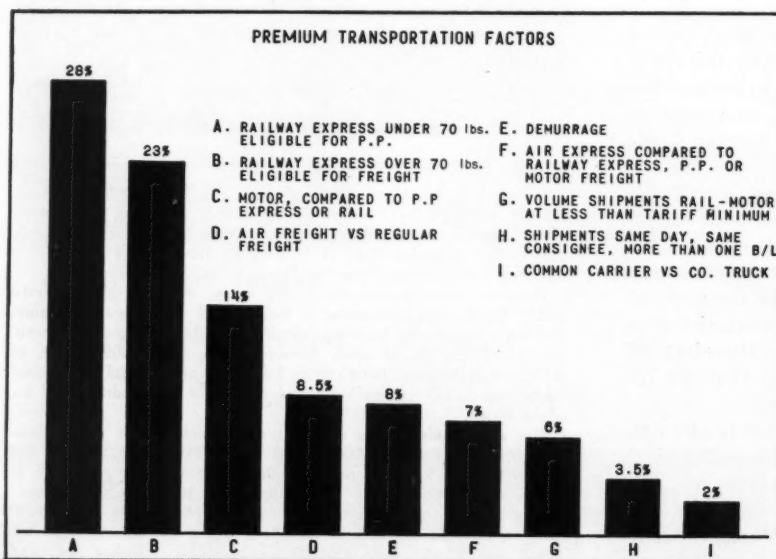
If the above plan is not feasible, due to the necessity of diversifying routings via various types of carriers, then specific routing instructions, coupled with an insistence on shipper cooperation in adherence to those routing instructions (along with proper preparation of shipping papers), will certainly help to ease the expediting problem.

Outbound shipments sold FOB factory are mostly the customer's responsibility. If sold delivered, however, the system described above should be employed "in reverse," obtaining the desired results by issuing and maintaining good outbound routing guides for shipping departments. Use of company equipment on important two-way operations; good control of pickups and deliveries at airports; effective "instructions to local freight agents," covering the proper handling of paperwork, deliveries of freight, etc.; and other similar "organized procedures" will also help.

Premium Transportation

So-called premium-transportation cost is defined as the expense for service that is costlier than other cheaper and normally available service. Industrial organizations can keep premium transportation costs at a minimum by:

- Scheduling shipments to be released in the most economical quantities and with sufficient time in transit to permit routing via the lowest-rated services;



Bar chart demonstrating one company's breakdown of its premium-transportation expenses

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● Contacting traffic personnel for the best emergency routing if normal routing is not satisfactory.

The idea is to specify high-rated routes only when *absolutely* necessary. A certain corporation recently made a comprehensive study to determine how much it paid out annually for premium transportation. The sum was given wide publicity throughout the company to impress all concerned with the real facts as to the amount spent annually to move freight at a stepped-up pace. The management of this firm very properly took the position that about two-thirds of the extra expense was legitimate. In other words, this company—like most big companies—needed air service, express service, etc., on occasion, to take care of genuine emergency situations. But the company management felt that at least a third of the premium expense could have been eliminated by handling urgent lots more intelligently. Too often, shipments arrive at a receiving department via premium service only to wait days or weeks before being used in the factory. In other instances, shipments may be routed via premium service with transit intervals of two days, when they could just as well have been routed at a saving via, say, motor carrier, with transit intervals of one day.

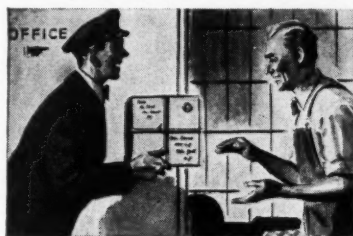
Another corporation prepared a chart showing the various factors which added up to its total expense for premium transportation (see left). This chart serves to illustrate how easy it is to put the spotlight on the causes of such expenses.

To sum up, we all agree that expediting shipments today is much more difficult than it was a year ago. The problem can be alleviated to a considerable degree by working out a carefully planned routing policy and by insisting on good paperwork and intelligent procurement of carrier and shipper forwarding references. Also helpful would be a program by traffic to develop an enlightened spirit of co-operation with other company departments, such as purchasing, production control, and sales. As in everything else, you get out of this exactly what you put into it!

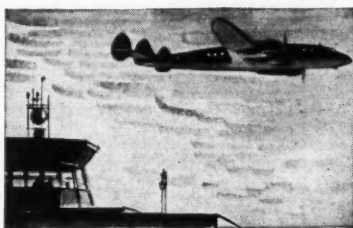
Cars keep rolling off line when parts "fly" to the job



Increased production at a West Coast assembly line caused a parts shortage. Shipment in transit was located at St. Louis in late afternoon and Air Expressed to coast. Delivered 5 A.M. next morning. Speed like this keeps production rolling, lets you meet every delivery date. Shipping charge for 50-lb. carton: \$24.56.



You get door-to-door service included in the low rate. This makes the world's fastest transportation method convenient and easy to use. Specify it regularly to keep customer service high—and high-cost inventories low.



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Butte, Montana	Pocatello, Idaho
Coos Bay, Oregon	Portland, Oregon
Ellensburg, Washington	Redmond, Oregon
Ephrata, Washington	Rice Lake, Wisconsin
Eugene, Oregon	Roseburg, Oregon
Fargo, North Dakota	Sacramento, California
Glendive, Montana	Salem, Oregon
Grants Pass, Oregon	Salt Lake City, Utah
Great Falls, Montana	San Francisco, California
Helena, Montana	Seattle, Washington
Hermiston, Oregon	Shelby, Montana
Hood River, Oregon	Spokane, Washington
Idaho Falls, Idaho	Sunnyside, Washington
Kalispell, Montana	Tacoma, Washington
Kennewick, Washington	The Dalles, Oregon
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Call your nearest
CONSOLIDATED agency
or
Write for information.



"A complete
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service"

**CONSOLIDATED
FREIGHTWAYS**
GENERAL OFFICES
PORTLAND 8, OREGON

MAINTENANCE PROBLEM

(Continued from page 33)

10,000 vehicles, their criticisms are more than worthy of consideration by the manufacturers' engineers in considering new designs.

The questionnaire sent to the operators requested only outstanding cases of accessibility problems, and it is reasonable to assume that there were many more items to which they could have alluded. The point is that accessibility is a real problem to all fleet operators, whether they do work in their own shops or have it done in dealers' service stations at either a flat-rate charge or a time-and-material charge on heavy-duty equipment. It is my feeling that in selecting vehicles, many operators do not spend sufficient time in determining the accessibility of various parts which will require maintenance. Too much attention is paid to the printed specifications and the appearance of the vehicle and not enough to how you can get it apart and put it back together.

Committee Suggested

In support of this idea, I would like to review a problem encountered during World War II in the maintenance division of the Ordnance Department. Part of our job was to prescribe maintenance procedures on new equipment. In order to do this, it was necessary to have the vehicle disassembled and reassembled and to prepare a time-study and instructions accordingly. We soon found that we were not getting in on the design quickly enough to influence the engineers in either the Army or manufacturing companies, and consequently we could not easily remove parts requiring maintenance, or reassemble them without major changes in design. As a result, a special committee was formed to examine new vehicles for maintenance accessibility before they were placed in production.

Considering the urgent need for improvement in accessibility

whenever designs are being changed, I would like to suggest that a committee to make similar studies and recommendations be organized as a part of the transportation and maintenance activity of the SAE. Such a committee should consist of operators who have expressed interest in the subject and would be willing to contribute time to the problem. The committee would be purely advisory, and its service would be available to any manufacturer. It would not be used to evaluate the new designs after they have been marketed. Some will say that this is the function of the service department of the manufacturer. No doubt it is; however, I doubt if the service departments always get an opportunity to make careful analyses; or if they do, that their opinions are regarded as seriously affecting the sale of the vehicle. The service manager or a similar representative of the manufacturer would function with the committee during studies of a particular vehicle.

In conclusion, I would like to review the findings resulting from this survey:

- Cab-over-engine trucks should be designed so that the cab can be tilted or the floorboards, engine cover, etc., can be easily removed from the inside of the cab to gain accessibility to the engine without delay.

- Engine accessories, such as generators, fuel pumps, carburetors, electrical connections, etc., on both COE and conventional trucks, should be given more careful consideration as to location for ease of removal and assembly.

- Ease of adjustment on brakes, steering gear, valves, clutches, and other fast-wearing items needs more careful consideration.

- Recognizing that most engineering is a compromise, it appears advisable to compromise with the operators as much as with the sales department of the respective company.

"SHORT COURSE"

(Continued from page 27)

in reserve?" Today, all these questions have been consolidated into one; namely, "How can I eliminate pallets?"

• **Export Packing:** A group of speakers, representing various interests connected with export trade, found packing and packaging of export commodities still far from satisfactory.

Andrew D. Warwick, T. Hogan & Sons, speaking from the stevedoring standpoint, criticized poor export packaging because of its immense wastage of vessel cargo space, labor, and time. As a case in point, he said: "It is not exaggerating to say that a single piece of machinery improperly protected will consume one-half hour more of gang time than the same piece of machinery adequately cased. To the stevedore, this represents an added straight-time handling expense of \$35."

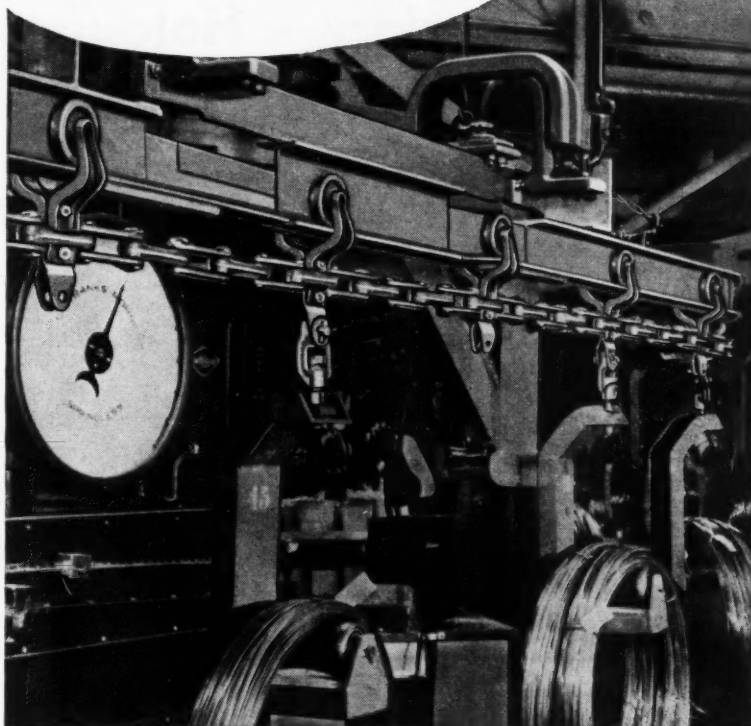
T. J. McLernon, Lehigh Valley Railroad Company, had a six-point criticism to make of export packing and packaging: poor lumber in heavy cases, shipper's lack of control over contract packing, insecure closure on cartons, frail packing of heavy porcelain plumbing fixtures, use of second-hand bags, use of second-hand drums, export shipping of lard in tins.

H. W. Jackson, United States Lines Company, described the improvements in export packing and packaging effected by the Packaging Committee of the New York Maritime Association. This committee was formed early last year to do something about the staggering loss-and-damage claims being sustained by shipping companies. Mr. Jackson said the claims were estimated at from \$750,000,000 to \$1,000,000,000. The committee has been able to reduce this huge figure only by intensive education and publicity among shippers.

Paul H. Paulsen, William H. McGee & Company, spoke for the insurance underwriter's stake in good export packing and packaging. He said that loss-and-damage of ship-

(Continued on page 76)

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72" x 72"	56.25	50.65
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AMERICA'S MOTOR CARRIERS

(Continued from page 23)

awaits the approval of the ATA's board of governors.

• *The War Effort:* A three-man panel explored thoroughly the trucking industry's position with respect to the national emergency. Speaking in behalf of the truckers were Lee A. Hyde, Highway Express, Inc., and B. D. Davidson, Davidson Transfer & Storage Company, while Maj. Gen. Frank A. Heileman spoke in his capacity as chief of transportation of the Army.

Following a brief address by Mr. Davidson, who sketched the growth and pretensions of the trucking industry, Mr. Hyde presented Gen. Heileman with a long list of truckers' complaints of Army procedure in transportation matters. He asked: (a) Who are the people to contact to find out what is to be hauled and when; (b) Cannot truckers find out ahead of time what hauls are to be made; (c) Can nothing be done to insure proper description on bills of lading issued by the Army; (d) Cannot the Army indicate the approximate value of some shipments?

Other complaints voiced by Mr. Hyde concerned the slow loading and unloading of shipments at Army installations, the need for routing to avoid congested areas, "government chiseling on rates," and slow payment of bills. Mr. Hyde also mentioned the Army's apparent discrimination in favor of using rail service on occasion.

In replying to the above complaints, Gen. Heileman promised remedial action in most cases. He said that the Army will do its best to handle bills of lading properly, and, indeed, revealed that his office is working out standardized documentation for all forms of transport. He asked the ATA to participate in this project. On loading and unloading methods, he promised to speed these up whenever possible.

On many of the other points, however, Gen. Heileman refused to yield. He denied that the Army discriminates against truckers, say-

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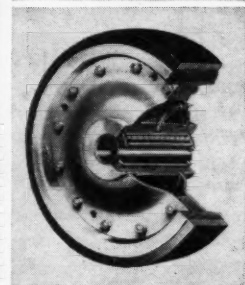
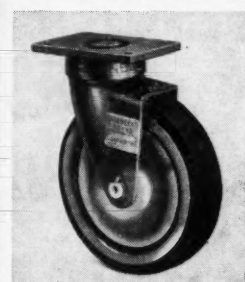
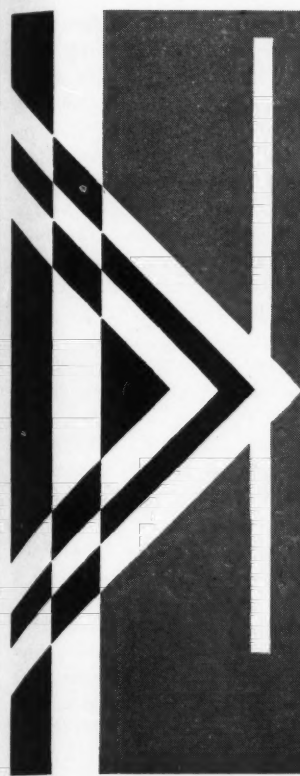
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ing that it uses the form of transportation it thinks best for any particular movement. He objected, for example, to trucks hauling explosives from an Army dump for the very good reason that this means a lot of people and equipment entering a highly restricted area. Nor did he think it wise to ship such a dangerous commodity on a public highway.

On the question of "rate-chiseling," Gen. Heileman declared that in many cases the government does not consider the published rate "good business." He said his objective is to obtain the "lowest landed cost" on every shipment, so that the government gets full value for the money it spends on transportation.

Regarding advance information on what shipments the Army will be making, Gen. Heileman said this was often an impossibility; nor was there just one agency in Washington arranging shipments. The whole Army transportation operation is spread throughout the country; Gen. Heileman's office handles only overall policy. Nevertheless, efforts are being made to publish a

"trip sheet" on the basis of what advance shipping information is available.

• *Truck Terminals* was the subject of another panel discussion. Glenn McHugh and Thomas F. Murray, both of the Equitable Life Assurance Society, talked on the question of financing terminals. The handling problems were dealt with by J. B. Webb, Jervis B. Webb Company, and by Neil Drake of Drake, Startzman, Sheahan, Barclay, Inc.

According to Mr. Murray, whose company has figured prominently in terminal financing, the trucking industry still presents some difficulties from the lender's viewpoint. So swiftly has the industry grown in the postwar years, that it has scarcely had time to develop management technique or operational stability—two factors which normally determine whether or not a firm is a good investment risk. Yet, despite these factors, truckers need terminals with which to expand their business. In consequence, the lending institution must be, in some instances, almost intuitive in its judgment of a sound risk.

Mr. Webb, whose company manu-

factures conveyor equipment, described the design and operation of "Towline" and "Towveyor," two installations suited to truck-terminal materials handling. The first of these is a continuous overhead conveyor system, from which are suspended hooks that engage and move four-wheel (or two-wheel) hand trucks. The system usually operates in a circuit in the center of a terminal, picking up loaded trucks on one side and moving them around to the other for outbound delivery. The Towveyor is a variation of the idea, the conveyor system being installed in the floor and engaging the trucks from below.

Mr. Webb illustrated his address with slides and motion pictures.

In his presentation, Mr. Drake outlined the surveys which had culminated in the publication of the *Manual for Planning and Operating Terminals*. Terminal operations throughout the United States were studied by Mr. Drake's firm, which is a recognized consultant on materials handling. Each operator paid for his own survey. On the basis of these surveys, Drake, Startzman, Sheahan, Barclay, Inc.,

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prepared the *Manual* for the common carrier conference for distribution to its members at \$100 a copy. With the purchase of a manual, a firm is entitled to revisions and supplements as issued by Drake, Startzman, which is continuing the study of terminal operations. Mr. Drake stated that the trucking industry has set a fine example in its desire to improve its handling methods.

• **Bulk Grain Movement:** It was the belief of R. J. Babcock, Dakota Transfer & Storage Company, that truckers are missing out on a good business proposition if they do not look into bulk grain transport. He did not recommend this type of commodity for anything except providing a return load. And he doubted if anyone would do more than defray bare operating costs on the return journey, since the rate set by the rails is so low. Nevertheless, this advantage alone is well worth what little trouble there is in loading and unloading the grain.

• **Cost Accounting:** A two-man panel, composed of J. A. Poer Mid-States Freight Lines, and F. E. Reynolds, Associated Transport, Inc., found that costing methods in the trucking industry are far from satisfactory. Mr. Reynolds was of the opinion that while excellent progress had been made in cost accounting for purposes of

rate-making, very little had been made with respect to management control. Mr. Poer felt that truckers should develop their own cost figures rather than depend on those published by the Interstate Commerce Commission. The latter figures were usually too old to serve any purpose in current operations.

• **Small Shipments** received, once again, attention from the conference. They are still unprofitable, yet a way must be found of handling them, since they comprise a large part of the trucking industry's volume.

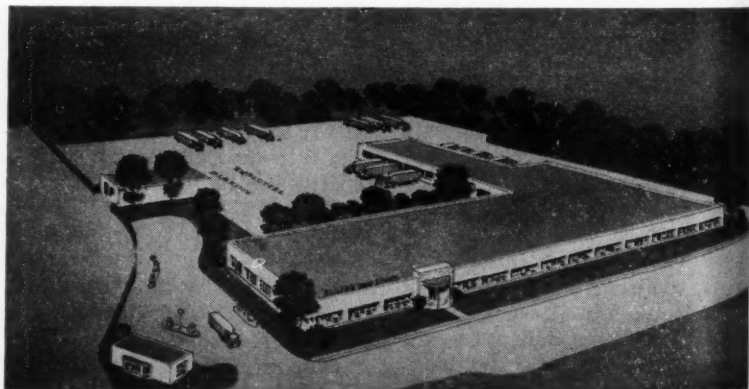
With the election of officers, the regular common carrier conference adjourned its two-day annual meeting.

The concluding three days of the convention were taken up with a series of general sessions.

• **Wednesday, October 4:** At a morning general session, the newly-appointed Under Secretary for Transportation, Department of Commerce, Maj. Gen. Philip B. Fleming, cautioned truckers against overloading their vehicles. He presented the results of some highway surveys which showed that damage to roads from heavy trucks is sometimes under-rated.

• **Thursday, October 5:** At a luncheon meeting, J. H. Carmichael, president of Capital Airlines, Washington, D. C., told the truckers that

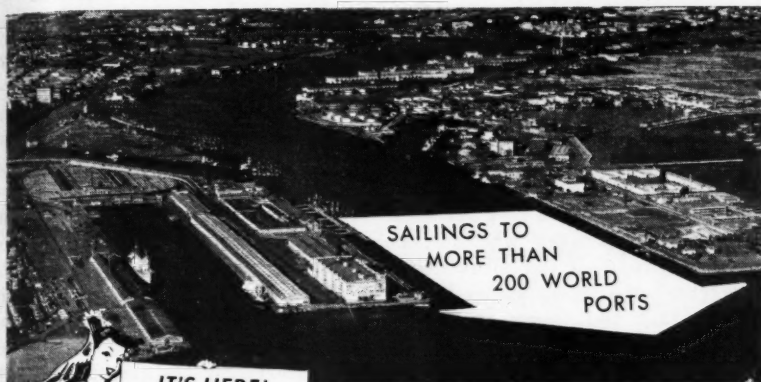
Big Move for Allied Van: Itself



Office and terminal which Allied Van Lines is planning to build in West Chicago suburb.

ALLIED Van Lines, Inc., the nation's largest transporter of household goods, is planning to move from its present Chicago office to a new office and terminal in the West Chicago suburb of Broadview. The 180,000-sq.-ft. facility, which will cost \$500,000, will be made to order for both trucks and drivers. It will have a service station, maintenance facilities, overnight accommodations for drivers, and a restaurant.

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the airlines are seeking to expand their air cargo traffic—and he declared they will go after this traffic, no matter if they have to take it from the trucks or the railroads. But he did not believe that this inevitable competitive development would interfere with the common fight of all transportation companies for free enterprise. To properly preserve free enterprise, however, the transportation industry must be guided by the principle of "the public be served."

● **Friday, October 6:** At the annual board of directors meeting, James K. Knudson, a member of the Interstate Commerce Commission and the recently-appointed Defense Transport Administrator, said that he would do everything in his power to work with "this indispensable industry." To achieve the utmost in cooperation and the minimum in regulation, however, he asked truckers to take the present emergency situation "calmly and slowly."

Mr. Knudson stated that after an intensive three-week study, he had

a "bird's eye view" of the transportation situation, and especially of the problems currently facing truckers. He spoke at some length on the tire situation, the availability of spare parts, and what might happen if the military makes inroads on the fuel supply. In discussing each of the foregoing problems, he promised to do everything possible so that truckers will avoid hardship. Regarding manpower, he will consult with other interested government departments to "get transportation on the critical list." And regarding the controversial size and weight limitations on trucks, he said, "with the power I have, I suppose I can move in on this problem."

Pointing out that the greatest danger to our national security stems from inflation, Mr. Knudson asked truckers to control their profits and, also, to hold back in asking for increases in their rates and charges. "Don't," he said, "make unwarranted claims rate-wise."

The board concluded its meeting

with the passage of the following resolutions:

- 1) Reaffirmed the ATA's agreement with the objectives and program of the National Highway User's Conference;
- 2) Asked that the U. S. Department of State make representations to the Dominion of Canada to permit goods of U. S. origin to travel by truck in bond to interior Canadian points;
- 3) Recommended that the trucking industry support certain stated objectives of the Transportation Association of America.

After protracted debate, the board defeated a resolution which would have resulted in the ATA withdrawing from further participation in *Ex Parte* No. MC 43, the proceeding which has been concerned with equipment leasing. The board felt the trucking industry should continue to take part in this important proceeding.

The American Trucking Association will hold their 18th annual convention next year in Chicago.

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CARRIERS IN CONFLICT

(Continued from page 16)

articles to the same points or to destinations close by, it is obvious that the use of a private fleet is indicated. From this situation, it is only a short step to further operations.

There may be no return traffic available. Why not look for some other manufacturer who may be faced with a similar situation in reverse? Also, it is common knowledge that the transportation of many commodities is exempt from regulations imposed upon common carriers. Why not seek traffic of this type and combine it with the privately transported freight if it is impossible to establish loads of the manufacturer's own goods on return? Thus arise the most involved combinations of private, leased and exempt transportation, of traffic for the producer's own account, traffic for customer service, traffic for distribution of consigned merchandise, etc., etc.

Good Traffic Lost

The mere diversion of traffic is not the sole menace to the common carrier. Shippers and carriers alike have long recognized that the danger goes right to the nerve center of common carrier transportation. It hits where this transportation is most vulnerable: at the regular, balanced, relatively profitable traffic which forms the backbone of every common carrier operation. No carrier can exist on the marginal traffic alone—the kind which changes from day to day and month to month, comes in carloads or truckloads today and in LCL and LTL tomorrow, or shifts basic direction overnight following the whims of sales drives or customer demands. The common carrier rate level is based on an average amount of regular, foreseeable traffic. If this business is siphoned away, new standards of rate-making may have to be developed. Diversion of traffic to private transportation

—tantamount to cheaper transportation—will tend to destroy the fundamental concepts of compensatory rates and thus endanger the stability and soundness of common carriers. The private shipper, in his double role as competitor and customer, makes it exceedingly difficult for the carrier to face his problem squarely. Obviously, the infiltration of the varied forms of private transportation into common carrier traffic calls urgently for clarification and stabilization.

In its leading cases—the Lenoir, Woitischek, Shenley, and the Burlington Mills cases—the Commission has attempted to set forth clear-cut principles by which to determine whether a transportation service is private, common, or contract. It has established the principle of the “primary business” of the shipper. It has found that the transportation aspect of the shipper's business, even if handled in separate corporate entities, should not be carried on with the purpose of compensation as such, although incidental profits from transportation are not entirely ruled out. Even the existence of clearly defined charges for transportation services performed for the shipper's customers will not, by themselves, be considered an indication of “transportation for hire.” The Commission has rejected the suggestion by representatives of common carriers that the sole criterion as to common or private transportation should be the existence of compensation in any form. It has yielded to the contention of private carriers that in a well-run business, each department should produce some profit.

There is a wide chasm between the demand of the common carriers for legislation which would restrict private operations to those who operate motor vehicles for the purpose of advancing and

fostering a non-transportation business, but not for compensation or reimbursement; and the private carriers, who insist upon the right of shippers to drive trucks over the nation's highways. It cannot be doubted that intensified ICC control of private transportation can easily lead to an ever-growing curb on private initiative and free enterprise. On the other hand, the spread of private transportation and the resulting diversion of traffic from the common carriers pose the danger of undermining the industry beyond repair.

Clarification Needed

The language of the Interstate Commerce Act has been outdated by the pressure of modern commercial and economic affairs, and the present methods of distinction between private and common transportation as laid down in the Commission's basic decisions are still too vague. Too much leeway has been left for judging each case on its own merits, with the result that too great an amount of uncertainty and inconsistency is injected into decisions. Both parties are entitled to clarification. The principles of "primary business interest" and "primary profit interest," are well conceived; however, they should be refined and clarified through the inclusion of the "concept of compensation" (in whatever form obtained). Both parties have a vital interest in such a clarification, an interest which is similar to a much greater extent than the present clamor of briefs and declarations makes it appear. Carriers need all the traffic which large shippers can give them; shippers need a sound system of common carrier transportation. Both groups are manifestly averse to a further extension of minute regulatory controls into our transportation economy. Such an extension would be the unavoidable result of too great a specialization in regulatory processes. Thus a happy medium should be found. Could it be that a little more privacy for common carriers may provide the proper answer?

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(Continued from page 31)

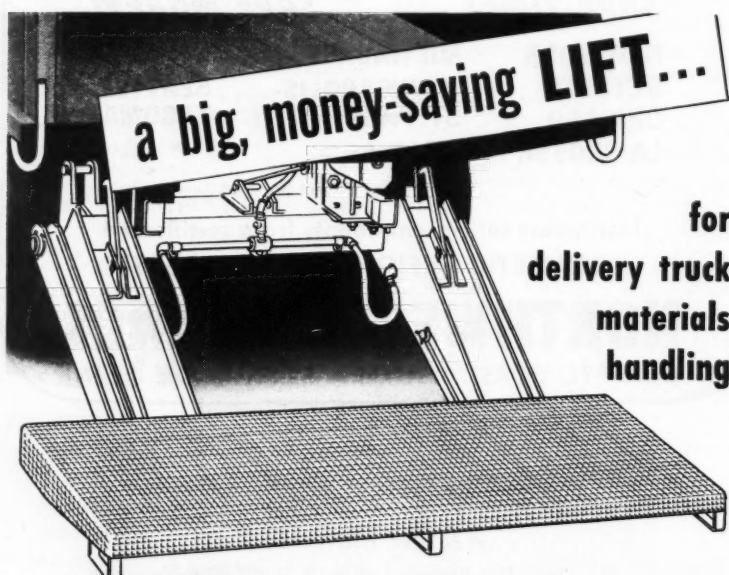
cutting, rebating, and discount which the CAB has declared illegal.

It is further argued by the certificated lines that even if it were determined that public benefits would result from the certification of one or more cargo-only carriers,

the impact of another carrier on the limited air cargo field would result in a decrease in revenues attainable by the certificated carriers through the transportation of cargo, and would thereby significantly increase the cost of pas-

senger and mail service and result in an increase in mail pay required from the government.

One of the most controverted points in the case under consideration is the actual air cargo potential which could be tapped, not only by the American carriers, but by foreign carriers, as well. None of the certificated carriers made an absolute estimate—each merely stated that the amount of potential was limited and could not reasonably be expected to increase much. Both Seaboard and Transocean, on the other hand, made estimates. Seaboard's estimate reflects a potential of 685,000,000 pounds per year between the United States, Europe and the Middle East; while that of Transocean amounts to 300,000,000 pounds between North America and Europe. These estimates were arrived at through entirely different lines of reasoning, but both appear to be somewhat optimistic. Moreover, they do not represent estimates of the volume that will actually travel by air, but merely of a *potential* from which the air traffic may be obtained. It should be noted that past performances of air carriers are of relatively limited value in forecasting future potentials. Past performances merely indicate the *variety* of types of shipments which can be moved by air; they do not determine the *quantity* which will be moved.



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Rate Levels Important

Of prime importance in a case of this type is the amount of cargo which can be realized by new applicants or by existing carriers at the rate levels proposed. Seaboard estimates that by operating about six round trips per week at rates which would provide approximately 27 cents per ton-mile—which would soon be reduced to 23 cents per ton-mile—they would obtain a total of 8.2 million pounds across the Atlantic. The estimate by Transocean was 10 per cent of the potential moving if rates were lowered to 20 cents per ton-mile and 25 per cent at 10 cents per ton-mile. Transocean then estimated that a reduction of the rate to 32½ cents per ton-mile would make available

20 million pounds for it across the Atlantic.

A proper evaluation of these estimated traffic figures must be considered in the light of two important factors:

1) Whether, in view of the limited frequency of service proposed and the capacity of the aircraft to be used, bearing in mind the fuel required to cross the Atlantic between Gander, Newfoundland, and Shannon, Ireland, the amount of traffic can be carried;

2) Assuming that the amount of cargo carried meets the estimate, whether the plane can be operated at the estimated costs. The inability to attain the volume of revenue freight because of directional imbalance, lack of frequency of flights, or limitations on capacity through seasonal load factors would decrease the revenues per plane-mile. Similarly, the inability to operate at the plane-mile cost estimated by the applicants would require greater volumes per plane-mile or higher rates per ton-mile.

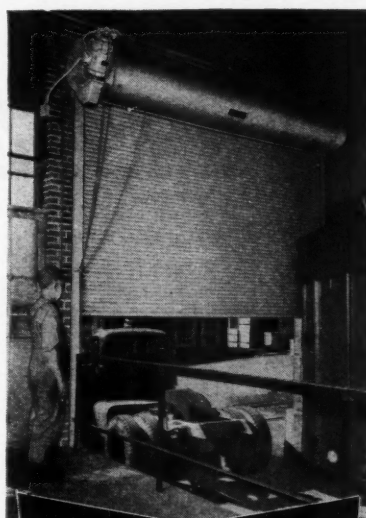
Essentially, the volumes anticipated by Seaboard and Transocean can only be attained through a downward revision of the rate structure applicable to cargo. Both carriers anticipate rate reductions which would bring the average revenue per ton-mile 25 to 30 per cent below that presently charged by the certificated airlines. The question of whether the proposed rate reductions would increase the overall traffic sufficiently to result in profitable loads is, of course, a matter of judgment. But neither Seaboard nor Transocean furnished any statistical basis for estimating the increase in traffic which would come from the proposed reduction in rates. It should be further borne in mind that any increase in traffic would have to be shared by two already certificated American carriers and five foreign scheduled carriers, as well as by contract and non-scheduled carriers continuing operations in the area. As far as rates are concerned, no one has yet established the fact that the traffic potential at the present rate level has been fully developed. It may well be that the proposed reduc-

tions are not sufficient to increase significantly the traffic to be carried, and that only by more drastic reductions could mass air cargo be developed.

Numerous Complexities

Both Seaboard and Transocean pointed out that the policy statements made by the CAB in connection with the temporary certification of all-cargo carriers operating within the United States would apply to the international scene as well. This is hardly the case, however, since the international cargo field differs substantially from the domestic. International commerce is highly subject to the vagaries and whims of individuals and governments, to import and export controls, to monetary restrictions, and to other limitations dictated by national interest. For example, while the increased volume of traffic necessary to make an air operation successful at lower rates might normally follow a reduction in rates, these increases might easily be restricted by a foreign government requiring a reduction in the amount of service. Further, in the international air transport field, the plans of carriers and of the CAB are to a great extent dependent upon agreements with foreign governments.

It would appear from the facts brought out in the hearings that the CAB should proceed with extreme caution in certificating all-cargo operators in the international field, plagued as it is with restrictions. There is only the unsupported judgment of the applicants that the proposed reductions in rates would result in the asserted volume of traffic. More than likely, certification of additional all-cargo carriers using present-day equipment would result in bankruptcy for the newcomers, and, owing to diversion of traffic from the existing certificated carriers, an added burden on the U. S. Treasury. In fact, the strain on the presently certificated carriers would be so substantial—even though the new carriers would be "unsubsidized"—that the Board can hardly afford to take the risk, at least on the basis of the facts so far presented.



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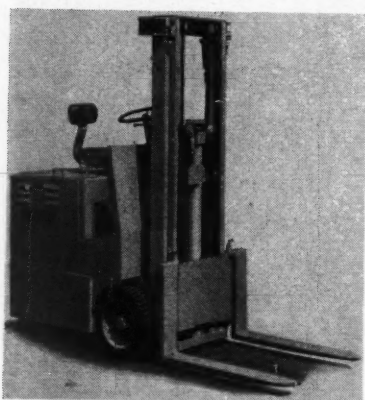
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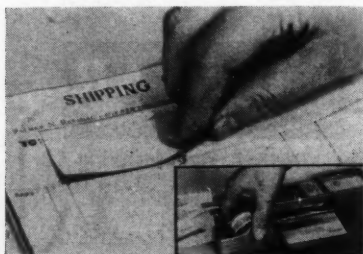
Jeep Fork Truck

Mercury announces production of new Model 230 Jeep fork truck, a 2,000-lb.-capacity unit with maximum fork elevation of 130 in., activated by single-cylinder, low-pressure hydraulic lift with patented cross suspension. Truck height is 83 in.; turning radius, only 60 in. Features include inclined automotive steering, foot-pedal acceleration, convenient hoist and tilt controls, "exceptional" visibility, cushion tires, shockless center-point steering, and unit power plant with double reduction gearing. Truck is 95½ in. long, including 36-in. forks; is 36 in. wide, and weighs 5,200 lbs. Lots of safety features, including protective dash plate between operator's position and hoist-tilt mechanism, safety interlock between seat and brake and travel controller, and electrical interlock preventing travel reversal while in running speed.

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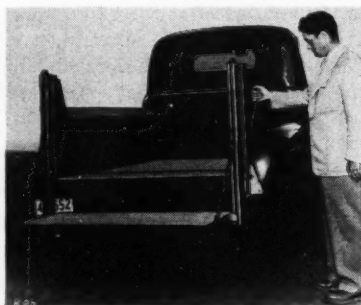
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ing forward in several packages. As many labels as are needed can be had without extra typing. Time is saved where shipments also require order numbers on labels, according to company. Unit is pressed into place on shipping order or bill of lading before name and address of consignee is filled in. Pressure-sensitive tape holds it in place. When order is made out, name and address, together with order numbers, is typed or written right on Lab-L-Master. Carbon impression of address appears on shipping order, while Lab-L-Master is prepared simultaneously. In shipping-room, only an instant is required to insert Lab-L-Master in printer. Labels and tags are run off at rate of about 30 per minute. By using special printing fluid, 200 labels can be printed from one Master. No stencils, plates, ribbons, or ink required.

● Master Addresser Co., 6500 W. Lake St., Minneapolis 16.



Endgate for Pick-Ups

Stratton Equipment Co., manufacturer of hydraulic lifting equipment, has gone into production on manually operated hydraulic elevating endgate designed expressly for use on pick-up trucks. Model TG Hydro-Loader can lift 650 lbs. from ground to truck level in less than a minute. It is a low-price item and is easy to install, according to manufacturer.

● Stratton Equipment Co., Hanna Bldg., Cleveland.

Has No King-Pin

Fairbanks' "23" swivel-caster line, featuring Lock-Weld construction, is now available in 4-, 5-, and 6-in. sizes. Lock-weld construction eliminates non-rigid 3-piece king-pin assembly said to cause most caster failures, and

utilizes spot-welding, which forms a 1-piece unit. Top plate, integral with lower raceway, holds curved top of fork in position, permanently locked between upper and lower rows of balls. New construction is declared to provide greater strength, easier swiveling, and longer life, with load-carrying capacity increased. Series "33" rigid casters of matching sizes



are available. Both swivel and rigid come with standard types of semi-steel, rubber, and molded-plastic wheels.

● Fairbanks Co., 393 Lafayette St., New York 3.

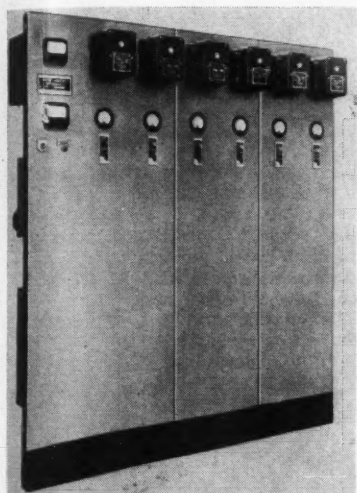
All-Purpose Tractor Developed

Columbia Truck & Equipment Sales, Inc., announces development of a new all-purpose tractor. It numbers among its purposes: moving and spotting highway trailers in terminals and warehouses; pulling freight cars (60 empties); and use as a fork "truck," snow plow, etc. Unit has been tested at the Port of New York Authority Union Truck Terminal, and production is scheduled to begin shortly. Transmission, winch, steering, and fifth-wheel elevator are hydraulically operated; operator stands on low platform in front of bank of finger-touch controls. Through its 8 speeds forward and 8 reverse, tractor is said to be able to negotiate 8 per cent grade with 28,000 lb. gvw. load at 6.7 m.p.h., and a 160,000 lb. gvw. load at 1.2 m.p.h. up the same grade. Top speed is over 10½ m.p.h. Tractive force and drawbar pull can haul 15 vehicles of 20 tons gross weight each on level ground, it is maintained. Fifth-wheel mechanism moves through 18 in., and



fifth-wheel plate is designed to lift 40 tons. Winch, powered directly from 100-hp. engine, has 16,000-lb. capacity. Turning radius is 11½ ft.

● **Columbia Truck & Equipment Sales, Inc., 164 Perry St., New York 14.**



Multiple Charging "Unitized"

"Unitized" multiple-circuit battery-charging of driver-type electric trucks with new charger consisting of motor generator and generator control panel, and 1 or more battery-charging panels, has been announced by Hertner. They are available in units of 2, 3, 4, or more circuits, and additional charging panels can be added to increase service factor up to capacity of motor generator—150 K.W. All controls are push-button operated. Ammeters, voltmeter, and automatic cut-off devices are visible on front of control panel, while generator field rheostat and all live parts are on back of switchboard. Complete equipment consists of motor-generator set, unitized switchboard, and magnetic motor-starter. To place battery on charge, charging plug is inserted in charging receptacle on battery or vehicle, and circuit is closed. Motor generator starts automatically, and when generator voltage has built up to correct charging value, battery is automatically connected to generator. Additional batteries are placed on charge in similar manner. Pressing "stop" button on circuit to which battery is connected discontinues charge independently of automatic cut-off device. Full charge for lead-acid batteries is obtained in 8 hours or less, and for nickel-alkaline batteries in 7 hours or less, according to Hertner.

● **The Hertner Electric Co., 12690 Elmwood Ave., Cleveland 11.**

Improves Platform Truck

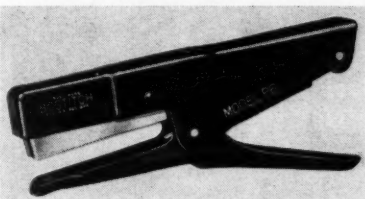
Market Forge's Marforge Load-Mobile, an electric-powered elevating platform truck which can be used as

skid- and double-faced-pallet-carrier, as freight and pick-up truck, and as tractor, has been re-designed for greater efficiency. "High-low" switch is now provided for easier maneuverability in close quarters. When button is at "low," truck moves slowly, regardless of position of operating pedal; when button is at "high," operator controls speed—either high or low—with foot pedal. Spring-mounted casters have been added to increase stability, especially in narrow aisles. Casters normally clear floor, but when truck tilts—on sharp curve, say—heavy springs promptly right it. This feature allows truck to pass over obstructions without difficulty, Market Forge states. Other features announced include freer use of sealed ball-bearings in control system, causing light touch on foot pedal to put it in required position; heavy roller chain instead of enclosed cable operates brake; and hydraulic lifting mechanism is in vertical position at front of hood, where it is less likely to be damaged going over rough floors.

● **Market Forge Co., 25 Garvey St., Everett, Mass.**



A Stapler in Hand . . .



A heavy-duty stapler which is operated in the hand has been brought out by Bostitch. Model P6, which looks like a pair of pliers and can be carried in the pocket from job to job, has deep throat which allows stapling 2½ in. from edge of work. Scientifically designed cam and roller action give unit more penetration with less effort, according to Bostitch. P6 will staple heavy corrugated wrappings, multi-wall bags, etc.

● **Bostitch, 831 Mechanic St., West-erly, R. I.**

Space Saved with Dolly Racks

Space on shipping dock can be conserved by using new type dolly rack put out by Equipment Mfg. Rack is

stacking type designed primarily for order-picking, assembly, and storage, in warehouses. Racks can be pushed by hand in assembling individual orders, then towed in trains to loading area; here they can be stacked to save space. Self-centering stacking caps



permit tiering loaded racks to ceiling height, it is reported, and new towing hook-up is said to keep units straight in long trains.

● **Equipment Mfg., Inc., 21550 Hoover Rd., Detroit 5.**

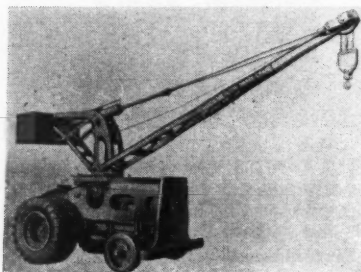
International Enlarges Line

New line of heavy-duty diesel-powered trucks and tractors, including 4- and 6-wheel units designed for both on- and off-highway operations, has been introduced by International Harvester. Line includes variety of custom-made models available in LD-304 Loadstar series and LD-305 Roadliner series (illustrated). Units in former are specialized for combination highway and off-highway operations with heavy loads, while those in latter are designed primarily for tractor-semi-trailer operations over highway. LD-304's have gv. of 36,000 lbs. and gw. of 76,800 lbs. Roadliners have gv. of 30,000 lbs., maximum gw. of 76,000 lbs. Design of trucks represents new approach to load-weight-limitations problem, according to International. Set-back front axles have carrying capacity of 12,500 lbs., it is said, enabling vehicles to carry more payload while remaining within legal limitations in most sections. Front axles also have wide tread and shorter wheelbases, making for greater maneuverability. One standard and 6 optional diesel engines ranging from 165 to 300 hp. are offered. Standard is Cummins HRB-600, valve-in-head, 6-cylinder unit with compression ratio of 15.5 to 1 and 743 cu. in. displacement. It



develops 165 hp. at 1,800 r.p.m. Other features of line include reduced steering effort through newly developed 4-in. springs and threaded pins and bushings; heavy-duty Comfo-Vision cab; and optional 4-, 5-, and 10-speed transmissions, the latter a new development featuring single-lever operation.

● *International Harvester Co., Chicago.*



New Crane Announced

Boom on Model UC Handi-Crane developed by Clyde for materials handling at industrial plants, loading and unloading stations, docks, and railroad yards is raised and lowered by hydraulic cylinder said to permit safe and accurate control independent of other operations. Crane is mounted on Minneapolis-Moline Model UTI tractor and has high-lift capacity of 5 tons. An 18- or 24-ft. boom rotates full 320 deg. and has attached counterweight allowing load to be swung at constant radius with complete safety, according to Clyde. Unit has short turning radius and is maneuverable in congested spots. Pintle hook provides for towing operations.

● *Clyde Iron Wks., Inc., Duluth 1, Minn.*

Detects Fire over Wide Area

Valley Forge Safe-Eye Smoke Alarm System is electronic detection-alarm device said to be capable of spotting merest wisp of smoke over area 200 x 30 ft. System utilizes photo-electric cell and sensitive amplifier in conjunction with light-beam projector. A good puff of cigarette smoke across light beam will set off electric siren immediately, according to inventor. Units are said to be easy to install. Electric outlet box is required near photo-electric cell, while

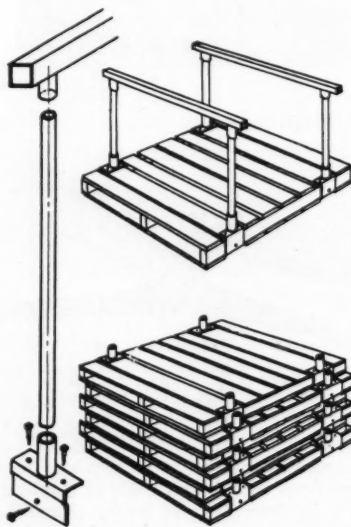
another is placed near light-beam projector. Two small wires are connected to photo-electric cell and alarm. Each unit consumes about same amount of electric current as 25-watt bulb. Where area is partitioned, small holes are drilled, permitting beam to pass through. Warning lights flash on relay panels, marking exact location of fire. An outgrowth of this smoke-detection device is a burglar-alarm unit set up along the same general lines, but employing invisible infra-red ray in light-beam projector.

● *Valley Forge Safe-Eye Alarm Service, Lansdale R.R. 1, Pa.*

Make Your Own Stacking Pallet

With a device known as Palteam, offered by Paltier, standard 3-stringer wood pallets can be transformed into stacking pallets for various types of merchandise and various load weights. Transformation works like this: Four one-piece socket assemblies are secured near corners of pallet with three lag screws for each assembly. Posts slip fit into the sockets, and two cross-bars slip fit over top of posts. Units can be deconverted by removing socket assemblies. Light-, medium-, or heavy-duty posts in ascending lengths from 18 to 60 in. are available. Cross-bars range from 30 to 60 in.

● *The Paltier Corp., 53 W. Jackson Blvd., Chicago 4.*



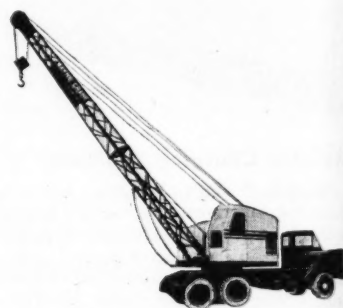
Heats Truck

Hunter automatic gas heater (Model UH47) is designed for heating truck cabs, sleeper cabs, delivery vehicles, and utility trucks. Ability to produce heat in large volume on small amount of fuel is said to make it ideal combination cab and cargo heater for panel- and walk-in-type trucks carrying chemicals, baked goods, beverages, foods, flowers, pro-



duce, etc. Unit operates independently of engine, uses less than 1 pint of fuel per hour. Sub-zero starting, unfailing operation, and complete safety are said to be assured by constant ignition and sealed-in combustion, with combustion gases exhausted to outside. Controllable heat range is from 5,000 to 15,000 BTU per hour.

● *Hunter Mfg. Co., 1550 E. 17th St., Cleveland 14.*



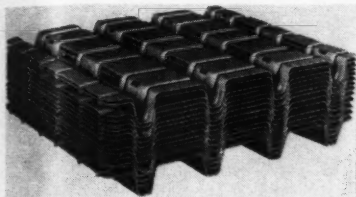
Truck-Mounted Yard Crane

New 12½-ton truck-mounted industrial yard crane, Model 40, supplements line of heavy-duty crawler- and wheel-mounted industrial yard models manufactured by Wayne Crane. Unit has increased swing speed of 6.4 r.p.m., travels at truck speeds, and is adaptable to all crane and shovel attachments. Model 40 lifts, booms, and swings simultaneously or independently. Standard power unit is 6-cylinder gasoline engine which develops 105 hp. at 3,200 r.p.m. Other gas and diesel engines are available. Auxiliary transmission provides 10 forward and 2 reverse speeds. Upper works are enclosed in weatherproof, inside-bolted cab, designed so that access is provided to all deck machinery. Built-in counterweight shortens rear end clearance of cab; 16-in. diameter drum is said to increase life of wire rope.

● *Wayne Crane Div., American Steel Dredge Co., Inc., Fort Wayne, Ind.*

Lightweight Steel Pallet

New Nesteel all-steel pallet introduced by Powell Pressed Steel is light in weight, yet can reportedly carry over 10 tons. Nesting feature makes them adaptable to "ship and return" operations and conserves space. Pal-

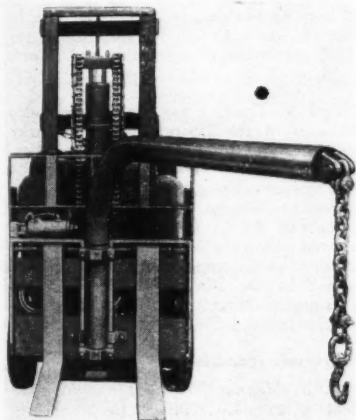


let allows four-way fork entry, has perforations for banding or tying load, and is light enough to be handled by one man. Nesting feature prevents slipping when handling by crane, Powell states. Comes in variety of gauges and sizes, depending on type of work.

● **Powell Pressed Steel Co., Hubbard, Ohio.**

Positions Loads in Cars

Specialized materials handling attachment put out by Towmotor is slewing crane arm said to permit



rapid positioning in freight cars of loads up to 800 lbs. at 80-in. load center. Arm is pivoted so that 2-way hydraulic cylinder can swing it laterally 20 deg. to either side of center. Unit is easily detachable, according to Towmotor. In photo, crane arm and forks are mounted together on carriage of Model LT-44 Towmotor fork truck.

● **Towmotor Corp., 1226 E. 152nd St., Cleveland 10.**

Military Specifications Met

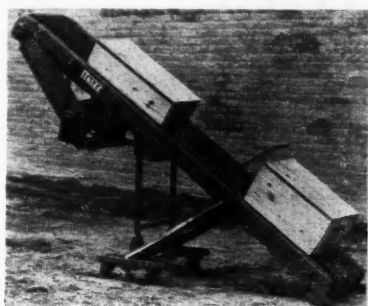
Paisley Products has developed new line of water-resistant resin adhesives to meet joint Army-Navy export-packing specifications. Line has been tested by approved laboratories, and Paisley supplies certification of compliance with government requirements. As new specifications are written, company develops new grades to meet them. The formulations have fast-setting speeds and provide test results said to exceed requirements by wide margin, thus avoiding danger of

rejection by military inspectors. The JAN-specification adhesives are available in 1-, 5-, and 55-gal. drums. Testing samples sent on request.

● **Paisley Products, Inc., 1770 Canalport Ave., Chicago 16.**

For Loading Trucks

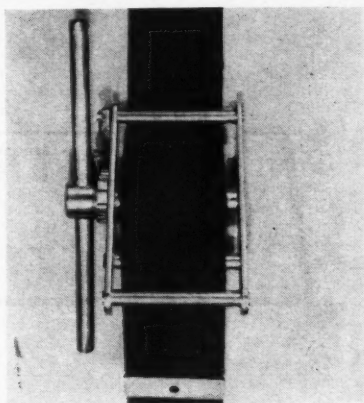
New light-weight package conveyor for loading trucks has been brought out by George Haiss Mfg. Co. Model



485-C is low-cost channel-frame unit for handling bags, boxes, cartons, etc., from ground level to convenient height above truck body. Available with caster wheels or pneumatic tires for easy portability.

● **George Haiss Mfg. Co., Inc., Div., Pettibone Mulliken Corp., 141st-144th Sts. on Park Ave., New York 51.**

Buckling Down



A roller ratchet buckle possessing features of the roller buckle plus advantages of a ratchet take-up will be available shortly from R. F. Halyburton Co. It is said to be of particular use in the moving, materials handling, and aircargo fields. Web strap is first tightened manually by roller buckle end; then maximum tension take-up of web is accomplished by use of ratchet end of buckle. Thumb-operated pawl releases strap tension. According to Halyburton, all appliance trucks can now have ratchet take-up feature.

● **R. F. Halyburton Co., 5 Carll Rd., Middletown, Conn.**

Largest Mobile Plane-Heater-Cooler



CHASSIS of an International LC-160 cab-forward truck serves as a base for what is described as the largest mobile aircraft heating and air-conditioning unit ever used by a commercial airline. Conditioners were designed for United Air Lines' passenger and cargo planes, and United will place five of them at key points along its 13,250-mile system. The first unit was put in operation at Chicago's Midway Airport. New cab-forward models are the first to come off International's production line in eight years.

DISTRIBUTION ACTIVITIES

Classified and alphabetized by organization for the convenience of the reader

Air

Walter I. Waite has been named manager of traffic movement, American Airlines, succeeding *R. B. Bell*, resigned. *Talmadge L. Boyd*, regional operations director of American Airline's eastern region, is general director of operations while *Lawrence G. Fritz*, vice president of operations, is on a three-month leave of absence.

Alexander T. Burton has been elected vice-president of North American Aviation, Inc., Los Angeles.

Slick Airways has announced the reorganization of its top management. *Thomas L. Grace*, vice-president of operations, was elected president, replacing *Earl F. Slick*, founder of the airline, who retains his position as chairman of the board; and *William E. Hollan*, western division sales manager, was elected executive vice-president replacing *Lewis J. Moorman, Jr.*, who became vice-chairman of the board and chairman of the executive committee.

Highway Carriers

Leland James, Consolidated Freightways, Portland, Ore., was elected president of the American Trucking Assns., Inc., at its 17th annual convention in New York, Oct. 2-6. He succeeds *Henry E. English*, Red Ball Motor Freight, Inc., Dallas, who was elected chairman of the board of directors. *Walter Mullady*, Decatur Cartage Co., Chicago, was elected first vice-president; *Fred S. Hufnagel*, Sun Oil Co., Philadelphia, second vice-president; *Percy Arnold*, Cole Teaming Co., Providence, third vice-president; and *C. J. Williams*, Hillside Transit Co., Milwaukee, fourth vice-president. *George V. Estes*, Lee & Estes, Seattle, was re-elected treasurer, and *Chester G. Moore*, Central Motor Freight Assn., Chicago, secretary.

Horace C. Willson has been appointed a member of the National Classification Board, American Trucking Assns., succeeding *William L. Yingling*, who has resigned after 12 years of service.

Paul H. Johansen has been named president and *Joseph K. Hall* vice-president and treasurer of Central Motor Lines, Charlotte, N. C.

Walter A. Christ has been named special traffic representative of the Johnson Motor Lines, Inc., Philadelphia.

A. R. Kelso has been elected production vice-president of Mack Trucks, Inc., New York. At the same time, Mr. Kelso was named vice-president and a director of Mack Manufacturing Co.

Glenn L. Bancroft, Bancroft Truck Line, Flint, Mich., was elected president of the Michigan Trucking Assn. *Walter F. Carey*, Commercial Carriers, Inc., Detroit, was elected first vice-president; and *William Elliot*, Creston Transfer Co., Grand Rapids, second vice-president. Re-elected to the posts of secretary and treasurer were *D. J. Maronick*, Hollywood Cartage Co., Detroit; and *C. Carlton Prichard*, Earl C. Smith, Inc., Port Huron.

James O. McIllyar has been named southeastern traffic manager of the Milwaukee Road, with headquarters in Washington, D. C.

W. R. Carpenter, Marion, Kans., former member of Congress, has been nominated by President Truman to be a member of the Motor Carrier Claims Commission.

Ralph Nogg, I-Go Van and Storage Co., Omaha, was elected president of the Nebraska Motor Carriers Assn. *Ed Neylon*, Lincoln, was elected vice-president, and *Patrick O'Donnell*, Omaha, treasurer. *Paul Halpine*, Lincoln, was re-elected secretary.

Fred Lockhart has been appointed general manager of Savage Truck Line, Inc., Suffolk, Va.

Justin G. Buch has been appointed eastern division general manager of Shirks Motor Express Corp., Lancaster, Pa. *Earl P. Myers* has been named terminal manager of the company's Cleveland terminal.

W. D. (Bill) Wise has recently been appointed supervisor of sales in the West and Midwest by the Strick Co., which has expanded its truck-trailer manufacturing facilities through the addition of another plant in Chicago.

Forrest Durrett, Springfield, was elected president of the Tennessee Motor Transport Assn. *R. M. Crichton*, Nashville, was named first vice-president; *N. A. Carter, Sr.*, Memphis, second vice-president; *Paul Elder*, Knoxville, third vice-president; *Floyd Pritchard*, Nashville, secretary; and *Charles H. Potter*, Nashville, treasurer. J.

W. Lenon, Nashville, is general manager of the association.

Marine

Leander I. Shelley, general counsel of the Port of New York Authority, was elected president of The American Assn. of Port Authorities, Inc., at its meeting in San Francisco, Oct. 7. He succeeds *Arthur Abel*, port manager of the Port of Oakland, Calif.

Jack W. Tumling has been named traffic manager of the Georgia Ports Authority with headquarters in Atlanta.

Waterways Freight Bureau has set up offices at 310 So. Michigan Ave., Chicago, and *W. Y. Wildman* has been appointed executive secretary. This organization (whose application has been approved by the ICC) was established by a group of barge lines operating on the Mississippi and Ohio Rivers.

Materials Handling

R. K. Mangan has been elected president of Buda Co., Harvey, Ill., to succeed the late *J. S. Dempsey*.

Robert C. Brady, director of research, Material Handling Institute, Pittsburgh, will act as chairman of the materials handling session at the 14th Annual National Management Engineering Clinic sponsored by the Industrial Management Society, Nov. 1-3, at Chicago.

George L. Dirks has been appointed general manager of the Canadian division of The Yale & Towne Manufacturing Co., with headquarters in St. Catharines, Ontario.

Packing & Packaging

John Mount, marine service division, Insurance Co. of North America, New York, has been elected president of the eastern division of the Society of Industrial Packaging and Materials Handling Engineers. Other officers are: regional vice-president, *Paul H. Paulsen*, Wm. H. McGee & Co., Inc., New York; vice-president, packaging, *James Noble*, General Motors Overseas Operations, New York; vice-president, materials handling, *Jerome F. Gould*, Jerome F. Gould Corp., New York; vice-president, transportation, *Henry T. French*, Electric Storage Battery Co., Philadelphia; treasurer, *Joseph Stilling*, Anaconda Copper Mining Co., New York; and secretary,

Frank Cohen, U. S. Army Ordnance, New York.

Railroads

Charles W. Wright, president, Pullman-Standard Car Export Corp., New York, has been elected president of the American Railway Car Institute, New York, succeeding Samuel M. Felton. Mr. Felton resigned to become president and chief executive officer of Shippers' Car Line Corp., New York.

The Interstate Commerce Commission has announced the appointment of Arthur H. Cass, chairman of the car service division of the Assn. of American Railroads, as its agent with authority to issue orders as to the location and distribution of freight cars throughout the United States.

Wm. L. Robertson, Jr., and H. L. Scott have been promoted to assistants to the superintendent of transportation of the Norfolk & Western Railway, with offices in Roanoke, Va. P. D. Taylor was named supervisor of transportation.

Frank J. Jerome, vice-president of operations and maintenance, New York Central Railroad, New York, has been elected a director of the affiliated Pittsburgh & Lake Erie Railroad.

Fred Carpi, vice-president in charge of traffic of the Pennsylvania Railroad Co., has been elected a director of the Railway Express Agency, New York.

Traffic

Paul A. Fryer, former district traffic manager of Bethlehem Steel Co. at Sparrows Point, Md., has been transferred to the home office traffic department, Bethlehem, Pa., as special representative. Thomas T. Lankford, Jr., has been appointed to succeed Mr. Fryer as district traffic manager at Sparrows Point.

William E. Dwyer, Jr., has been elected traffic manager of the Butler Mfg. Co., with headquarters in Galesburg, Ill.

Arthur J. Maurer has been appointed assistant traffic director of the Chicago Assn. of Commerce and Industry. Mr. Maurer has been a member of the transportation department of the association for over 22 years.

Paul H. Hardin has been appointed traffic manager of Coca-Cola Co., Atlanta, succeeding Marcus M. Emmert, retired. James E. Bilbo has been named assistant traffic manager.

Creation by the Department of Defense of a unified military traffic service to be known as "Military Traffic Service" has been announced. Edward G. Plowman, vice-president in charge of traffic, United States Steel Corp., Delaware, has been named director. Mr. Plowman will work closely with the Munitions Board on rate matters and with the Joint Military Transportation Committee (of the Joint Chiefs of Staff) on coordination and requirements.

The Industrial Traffic Managers Assn. of Baltimore held its first meeting of the new season on September 20. Claude Burton, motor carrier section, ICC, was guest speaker. He commented on the present truck equipment shortage as a result of

the present crisis in Korea. At his request, the association appointed a three-man committee consisting of Fred Johnson, chairman, L. J. Canter and Roy Meseke, to meet with a similar committee appointed by the motor carriers. Both committees are to meet with an overhead committee consisting of two chairmen: G. Stuart Henderson, transportation director of the Baltimore Assn. of Commerce; and Mr. Burton.

John A. Faller has been promoted to traffic manager of Libbey-Owens-Ford Glass Co., Toledo, Ohio, succeeding H. G. Huhn, resigned.

Clell S. Donald has been appointed general traffic manager of Pepsi Cola Co., New York.

Careful, Men! The Marines Are on the Trail(mobile)



THE ultimate has been reached in mobile warfare. The Leathernecks of the southern Ohio district have adapted the strategy of mechanized assault to the most basic of all military operations—recruiting. The Corp's primary offensive weapon is a steel highway trailer manufactured by The Trailmobile Co., Cincinnati. Major Robert V. Perkins, officer in charge of recruiting in the district, planned the maneuver—reportedly the first of its type—and is taking a personal hand in directing operations. The major's overall design has been of derring-do proportions. He immediately occupied positions in downtown Cincinnati giving him control of vital government buildings and transportation facilities (see Union Terminal in right background), and then, a sufficient number of inhabitants having sworn themselves allies, broke out suddenly into the hinterlands of southern Ohio. Only light resistance is reported.

Raritan Traffic Club, New Brunswick, N. J., has elected a new slate of officers to serve for the coming year. They include: president, James G. Orr, Flako Products; first vice-president, Thomas R. Higgins, Hermann Forwarding; second vice-president, Walter K. Cabot, Johnson & Johnson, and treasurer, Andrew H. Capro, Associated Transport.

Kenneth J. Burrows has been appointed traffic manager for Robeson Process Co., New York, to succeed James A. Shirras, retired.

Standard Oil Co. of California, San Francisco, has announced the retirement of H. J. Moore as assistant manager of the traffic department. Mr. Moore had been with the company over 45 years.

Richard Webber, Spiegel, Inc., has been elected president of the Stock Yards District Traffic Club, Chicago. Other officers are W. P. O'Brien, Illinois Central Railroad, vice-president; Elmer Aird, U. S. Cold Storage, treasurer; and William J. Heerman, Wabash Railroad, secretary.

William L. Mobley, traffic consultant, has been elected president of the Traffic Club of Springfield, Springfield, Ill. Frank A. Cole, Frank J. Cole Motor Transportation, Inc., is first vice-president; W. H. Cheves, W. F. Young, Inc., second vice-president; Robert D. Fuller, New York Central System, secretary; and A. G. Dimock, Universal Carloading & Distributing Co., Inc., treasurer.

Robert A. Gifford, Grand Trunk Railway, has been elected president of the Traffic League of Cincinnati. Other officers are: vice-president, Karl M. Swan, Newport Steel Corp.; secretary, Maxwell P. Lewis, Southern Railway System; and treasurer, George W. Hayhow, Andrew Jergens Co.

Arthur J. Manning, Jr., has been promoted to eastern traffic manager of the United States Gypsum Co., with offices in New York. It was also announced that the title of W. A. Wise, district traffic manager at Los Angeles, has been changed to western traffic manager.

Transportation

E. L. Williams, Lone Star Package Car Co., has been elected chairman of the St. Louis chapter, Assn. of ICC Practitioners. James B. Gray, Missouri Pacific Lines, is vice-chairman; R. B. Humphrey, National Carloading Corp., secretary; and L. M. Biederman, Laclede Steel Co., treasurer.

C. Ray Bryant, California Public Utilities Commission, has been elected chairman of the Southern California chapter, Assn. of ICC Practitioners, Los Angeles. Wyman C. Knapp, Gordon & Knapp, was elected vice-chairman; and J. Johnson Russell National Silver Co., secretary-treasurer.

James K. Knudson, interstate commerce commissioner, has been appointed director of priorities and allocations for all domestic transportation. Under the Defense Production Act, Mr. Knudson will direct all functions relating to equipment, materials, and manpower problems in transportation.

The Seattle, Wash., chapter, National Defense Transportation Assn. has elected the following officers for its new fiscal year: president, Norman F. Cressy, Crone Storage Co.; vice-president for rail transport, Cecil G. Alton, Southern Pacific Co.; vice-president for air transport, Ralph A. Johansen, Pan American World Airways; vice-president for water transport, D. M. Dysart, General S. S. Corp., Ltd.; vice-president for terminals, A. S. Coe, William Dimond Stevedoring Co.; vice-president for highway transport, Marshall F. Bealey, System Tank Lines, Inc.; vice-president for reserves, Lt. Comdr. Edmund G. Ellis, U.S.N.R., States Steamship Co.; and secretary-treasurer, Lt. James B. Vaughn, Seattle Port of Embarkation.

On September 18, Vice-President Alben W. Barkley presented the National Trans-

portation Award to *Captain Valdemar C. Farrell* of West Englewood, N. J. The trophy was presented to Captain Farrell in recognition of the development during 1949 of the Farrell rolling wing decks, a device to facilitate cargo loading of vessels.

Warehousing

Allied Distribution, Inc., announces the following three firms as new members of its organization: Porter Warehouse & Drayage Co., Honolulu, *James S. Porter*, owner; Patterson Transfer Co., Memphis, *R. T. Lawrence*, executive vice-president; and Hayes Drayage & Storage Co., Inc., New Orleans, *C. A. Miller*, president.

James C. Connell, Nashville, has been appointed southern regional manager for Allied Van Lines, Inc.

George M. Powell has been appointed traffic manager of the Federal Compress & Warehouse Co., Memphis.

W. L. Overton, Rowe Transfer & Storage Co., Knoxville, was elected president of the Southeastern Warehousemen and Movers' Assn. at its annual convention in Chattanooga, Tenn., Sept. 14-16. Other officers elected were first vice-president, *Jack Woodside*, John J. Woodside Storage Co., Atlanta; second vice-president, *R. A. Robertson*, Fidelity Storage Co., Orlando, Fla.; and secretary-treasurer, *W. C. Hudson, Jr.*, Arrow Transfer & Storage Co., Chattanooga. The directors are *Harry Hudson*, Lee Terminal & Warehouse Corp., Tampa, Fla.; *Ellis Lowry*, Alabama Transfer & Warehouse Co., Montgomery, Alabama; *Frank McNeely*, Carolina Transfer & Storage Co., Charlotte, N. C.; *J. P. Ricks*, Ricks Storage Co., Jackson, Miss.; *Jack Aspinwall*, Security Storage & Van Co., Norfolk, Va.; and *C. E. Boineau*, Boineau's, Inc., Columbia, S. C.

Four well-known warehousing organizations have completed arrangements to represent one another in their respective localities. The scheme was announced by *A. B. Efroymsen*, president of National Terminals Corp. (Cleveland) and Indiana Terminal & Refrigeration Co. (Indianapolis); *W. W. Huggett*, president of North Pier Terminal Co. (Chicago); and *J. Leo Cooke*, president of J. Leo Cooke Warehouse Corp. (Jersey City). Thus the latter company will be eastern representative for the other three, covering the metropolitan New York area, New England, Philadelphia, and Washington, D. C.

National Terminals Corp. will take care of the Lake Erie area, as well as Akron, Youngstown, and Cincinnati. Indiana Terminal will service southern Indiana and Illinois. North Pier will represent all four firms in Chicago as well as parts of the Middle West.

Miscellaneous

Air cargo and merchandising: With the cooperation of American Airlines, Philadelphia's Slender-Lee Skirt Co. has worked out an air-delivery plan to reduce retail inventory. When a retailer sells a Slender-Lee skirt, he reorders by tearing off one of the duplicate stock tags attached to each skirt and airmails it to the Slender-Lee Co. The skirt company fills reorders within a week after receipt of the tag. American Airlines offers delivery to retailers east of the Mississippi one day after

acceptance of shipments in Philadelphia, and second-day delivery for other U. S. points.

Pan American World Airways has begun (September 25) operation of trans-Atlantic routes recently acquired from American Airlines. PAA plans also to open service to Paris and Rome . . . Direct air cargo connection will be established at Denver between Frontier Air Lines and The Flying Tiger Line. Twelve of Frontier's planes are being modified to handle the larger type of cargo moving on Flying Tiger's main line. Thus, the connection will enable the lines to handle traffic originating in or destined for seven Rocky Mountain states . . . Air express shipments have shown marked increases over those of last year for the tenth consecutive month. The increase for August, 1950, was nearly 22 per cent over the same month in 1949.

National Defense Transportation Association is setting up a program to assist the armed forces in locating personnel with transportation experience. Members of the NDTA, embracing all forms of transportation, will be surveyed by questionnaire, and from the returns the association will prepare a roster for military use. A roster will be maintained at each of the 50 NDTA chapters throughout the country. *Harry F. Chaddick*, well-known motor freight operator of Chicago, is chairman of NDTA.

FOR SALE

Three 6,000 pound capacity Clark Fork Lift Trucks, used, in very good condition. Low price for quick sale.

HARRY KAUFMAN COMPANY
716 Railway Exchange Building
Kansas City 6, Missouri

National Truck Leasing System will study the operations of its members with a view to obtaining information regarding equipment supply, manpower, and leasing practices under emergency conditions. The action was taken at NTL's recent annual meeting in New York.

The Highway Transport Institute of Ohio has been organized. It is composed of most of the state's highway operators, and its objective is to advance the interests of the trucking industry and to formulate a positive policy on highway transportation. The organization will maintain headquarters at Columbus, Ohio.

The president of Mack Trucks, Inc., *E. D. Bransome*, has publicized some findings of the ICC's bureau of transport economics and statistics. They show that motor freight transportation has gained in the past 10 years more than any other form of intercity ton-miles, here are the percentage increases: intercity motor carriers, 125 per cent; rail carriers, 53 per cent; water carriers, 16 per cent; pipeline carriers, 97 per cent.

Household Goods Carriers Bureau, at its recent annual convention in Washington, decided to conduct a cost survey of all

phases of a moving service. Since a marked change is believed to have taken place in the industry's cost picture over the past two years (when the last survey was made), the bureau believes the survey essential to an intelligent analysis of current rates and charges . . . The bureau's treasurer, *James D. Edgett*, has noticed an interesting trend in the industry: "the continual reduction in the number of carriers transporting household goods in interstate commerce." This trend is evident in the continual decrease of participants in the bureau's tariff, and reflects increased sales and transfers of rights.

New motor freight terminals: Branch Motor Express Co. has broken ground for a new terminal in New York, to cost more than \$1,000,000. All activities of the Branch firm will be housed in this terminal, covering 53,000 sq. ft. It will be the first fully mechanized terminal in the U. S. . . . West Coast Fast Freight, Inc., Los Angeles, has acquired 15 acres in Portland, Ore., for the construction of the largest terminal on the Pacific Coast. When completed, the three-story structure will increase the company's local freight-handling capacity to 3,000,000 lbs. daily. A freight-handling platform 19,000 sq. ft. in area will be added to the building and will accommodate 52 trucks at one time.

Next February, the American Warehousemen's Assn. holds its 60th annual meeting. The big affair will take place in Boston . . . And a little later in the same month, the National Furniture Warehousemen's Assn. will hold its 30th annual convention, this one in New York. An anniversary year for warehousing! . . . It is reliably reported that distillers in the United States are "hunting frantically" for more warehouse space . . . Refrigeration units are being installed at San Francisco's foreign trade zone to offer limited cold storage to cargoes moving through the free port . . . "Your Penny Buys More Warehouse Service than it Did 150 Years Ago," declares a circular issued by Associated Warehousemen, Inc. And to punctuate the statement, AWI has stuck a real, live penny smack at the top of the circular. Good sales promotion, that, but what happens if an AWI member wants 1,000 or more circulars? Does he supply his own pennies? . . . Construction started last month on the huge Vaughn Nevada Warehouses project near Reno. The project has been designed to accommodate manufacturers who wish to store, assemble, and manufacture under Nevada's "free port" law—no state taxes on warehousing or assembly.

One of the country's five biggest industrial shows, the Fourth National Materials Handling Exposition, will take place April 30-May 4, 1951. Already, conference sessions which will supplement the exposition have been tentatively planned. Sponsored by the American Material Handling Society, the conference will consider handling in relation to nearly every phase of economic activity, and the handling problems of over 50 industries will be considered. The Material Handling Institute, which is sponsoring the exposition itself, announces through its management, *Clapp & Poliak, Inc.*, that several hundred companies will exhibit thousands of models. During the exposition, demonstrations of yard handling equipment will be given in a huge outdoor arena.

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WITHIN THE LAW



BY LEO T. PARKER, Legal Consultant

TRANSPORTATION

Things You Can Do

YOU CAN collect legal freight charges irrespective of errors, promises or contracts for lower freight rates. Under the terms of the Interstate Commerce Act a common carrier is required to collect the full amount of the freight charges in accordance with the rates fixed by the tariffs. In other words, an obligation to pay transportation charges is not merely a private one between the party liable and the carrier; the duty to pay is a public one.

In *Atlantic Coast Line R. Co. v. Wannamaker Chemical Co., Inc.*, 57 S. E. (2d) 311, S. C., it was shown that a tank car was consigned to the shipper's order. It was delivered on the shipper's direction to another who later delivered the car to the Wannamaker Chemical Co., Inc. At this time an official of the chemical company asked an authorized agent of the carrier what freight charges were due. The carrier's agent incorrectly told the official that all freight charges had been paid. Later, the carrier sued the chemical company for \$212.99 for freight charges. The chemical company's counsel argued that the company could not be liable for payment of the freight charges. Nevertheless, the higher court held that the company had to pay the full charges.

"It is well settled," said the court, "that where error or misrepresentation is made by the carrier as to the tariff rate or the amount owing for transportation, there can be no estoppel if it subsequently develops that the proper amount was not collected. So that, if the carrier charges and receives only a part of the lawful tariff on a shipment, and the shipper or consignee pays the same in good faith, relying upon the statement of the carrier that the payment is in full, the carrier is not thereby estopped from collecting the full amount from any party legally liable therefor. . . . The federal law makes the consignee accepting a shipment liable for the tariff charges."

See also *Western & Atlantic et al v. Underwood*, 281 F. 891; *Central Warehouse Co. v. Chicago*, 20 F. (2d) 828; *New York Co. v. Lord & Spencer, Inc.*, 273 Mass. 583; and *Norfolk & W. R. Co. v. Williamson Grocery Co.*, 103 W. Va. 532. In these cases the courts held that even though a common carrier signs a written contract to transport merchandise at rates less than those fixed by tariffs, the carrier

may sue the shipper and collect the full tariff rates, notwithstanding the fact that the carrier has been transporting merchandise at the lower rates for two years.

YOU CAN recover damage from a railroad company whose train damaged your parked truck if you prove that the company's agent knew that you were in the habit of parking in that location and the agent neglected to warn you of impending danger.

In *Hancock v. Union Pac. R. Co.*, 231 S. W. (2d) 225, Mo., it came out that a motor truck and its cargo were destroyed when struck by a train while parked on a station platform to unload freight. The owner of the truck sued the railroad company for the value of the truck and cargo and proved that the company's station agent knew that a train was due and failed to notify the truck owner of this fact.

In view of this testimony, the higher court held the railroad company liable for the value of the truck and cargo. The court said:

"It is urged that there was no evidence to the effect that defendant's agent, Rice, ever directed or permitted any truck to park at the point where it was parked, but there was evidence to the effect that such had been the practice by plaintiff's drivers over a long period of time."

Things You Can't Do

YOU CAN'T recover insurance for lost merchandise if the testimony shows that you permitted the merchandise to leave your custody.

In *Law v. Employers Mut. Casualty Co.*, 43 N. W. (2d) 188, Neb., the higher court held that if goods are delivered to a common carrier and then held under the control or direction of the shipper, the carrier is not liable for damage, loss, or theft of the goods.

In this case, it was shown that a transfer company picked up a quantity of nails which were to be a part of a carload rail shipment. The shipper directed the transfer company to hold the shipment overnight and then take it to a railroad for loading. The transfer company unloaded the nails from its truck and placed them on an inside dock, from which they were stolen during the night.

In subsequent litigation, the higher court refused to hold the insurance company liable under a policy protecting the transfer company against loss of merchandise by theft "while in the hands" of the transfer company.

WAREHOUSING

Things You Can Do

YOU CAN be held liable for the value of goods lost or damaged in storage without proof that you were negligent, if the owner of the goods convinces the court by implication or otherwise that you failed to exercise ordinary care to safeguard the goods.

In *Dallas Storage and Warehouse Co. v. Arbuckle*, 229 S. W. (2d) 862, Tex., it was brought out that one Arbuckle stored household goods in a warehouse owned by the Dallas Storage and Warehouse Co. After several years had elapsed, Arbuckle called to take the goods out of storage and discovered that certain enumerated articles were missing and that the remainder of the goods were badly damaged. She sued the warehouseman and proved that the goods were in good condition when she placed them in storage. Also, she testified that when she called at the warehouse she saw the furniture roughly stacked and wanted to examine it. She testified that the warehouseman would not let her examine the goods unless she signed a statement showing that she had received all of the goods and that they were in good condition. This she refused to do until she could examine the goods.

Although no direct proof was given that goods were missing or damaged through negligence of the warehouseman the higher court held the latter liable, stating:

"It is claimed that no negligence of appellant [warehouseman] is shown resulting in damage to the goods. The undisputed testimony shows that the goods were in perfect condition four days before appellant received them, all wrapped and neatly covered and locked in a room. . . . When they were last seen in appellant's possession, they were unwrapped; uncovered; scratched; rusted; broken; dirty and filthy; covered with grease or tar; the varnish all off; veneer loose, broken, peeling off and badly discolored; the upholstering was ruined, torn and split, and several pieces entirely missing. We think it would not require a presumption, nor an inference, to conclude that appellant had not exercised ordinary care for the protection of the goods."

YOU CAN avoid liability for an injury to a customer or patron, unless he proves that the injury resulted from your negligence.

In *Snyder v. McDowell*, 203 Pac.

(2d) 225, Kan., testimony showed that the ceiling of a storeroom fell on a customer, who received severe permanent injuries. She sued the proprietor for damages, but the higher court held the latter not liable.

"Negligence is never presumed," according to the court, "but must be established by proof . . . There is no allegation leading to any conclusion that the defect in the ceiling was observable by due care, or that defendant failed . . . to make proper inspection and remedy the defect."

For comparison, see *Potter v. Rorabaugh Co.*, 112 P. 613, 32 L.R.A., N.S., 45. Here, a proprietor was held liable in damages for injuries sustained by a pedestrian when an awning fell on him. However, in this case testimony proved that the employees were negligent in failing to attach the awning securely to the building.

Things You Can't Do

YOU CAN'T prevent union members from peacefully picketing your place of business if a labor dispute exists between your employees and yourself.

See *International Brotherhood of Warehousemen v. Best Lines*, 229 S. W. (2d) 912, Tex.

YOU CAN'T convict a person of obtaining money under false pretenses unless you prove that he made a false representation of a past or present situation.

For example, in *Button v. State*, 42 So. (2d) 773, Miss., it developed that Button represented to one Pickering that he had a considerable quantity of cotton rags in a warehouse, and that he had already arranged with the warehouseman to get them. All he had to do, he said, was pay \$100 and call for the rags in a truck. Pickering advanced Button \$100, but the latter appropriated the money for personal purposes.

Pickering started legal proceedings and the lower court convicted Button. The higher court reversed the verdict, however.

"It is fundamental," said the court, "that in order to establish the crime of false pretenses, the pretense must be a representation as to an existing fact or past event, and not as to something to take place in the future."

YOU CAN'T expect a court to "stretch" or "enlarge" the meaning of a state tax law.

In *Alvord v. State Tax Commission*, 213 Pac. (2d) 363, Ariz., it was shown that a state statute imposes a privilege tax on persons engaged in any occupation charging storage fees or rents. This question was presented the court: Can the state levy this tax on persons and companies which rent buildings in which goods are stored? The higher court held in the negative, stating:

"Objects to be taxed must be designated with reasonable clarity in the construction of a taxing statute. The courts will not strain, stretch and struggle to uncover hidden taxable items. It is for the legislature to expose them."

MARKETING

Things You Can Do

YOU CAN avoid control by the Interstate Commerce Commission if you consolidate or distribute merchandise and freight for your members on a non-profit basis, in order to secure the benefits of volume shipments.

In *Freight Forwarders Institute v. Pacific Coast Wholesalers' Assn.*, 70 S. C. 411, the testimony was as follows: The Pacific Coast Wholesalers' Assn. was formed by seven Los Angeles auto-parts dealers in 1935 and was incorporated under California law as a non-profit corporation in 1943. It had 41 members and issued freight bills exceeding \$1,000,000 in mutual value in 1945.

The issue presented the Supreme Court of the United States was whether this association was subject to regulation by the ICC as a freight forwarder or whether the association was under control of the ICC because of paragraph 402(c) of the Interstate Commerce Act, which provides that the act is not applicable to a shipper or a group or association of shippers in consolidating or distributing freight for themselves or for the members thereof on a nonprofit basis for the purpose of securing the benefits of carload, truckload, or other volume rates.

The Supreme Court held the association exempt from control of the ICC since the association undertook no shipments except at the behest of, and for the benefit of, its members.

YOU CAN refuse payment of unearned commissions to a salesman: There are distinct legal differences between brokers and salesmen as to collection of agreed commissions on sales. A broker is entitled to a commission on a sale once he brings buyer and seller together, but this does not apply to ordinary salesmen.

In *Shaw v. Jimmie Walker Home Appliances*, 43 So. (2d) 700, La., it was shown that the owner of the Jimmie Walker Home Appliances made a written contract with a salesman named Shaw to sell commercial refrigeration and air-conditioning on a commission basis of 10 per cent.

Soon afterwards Shaw learned that a new building was being erected. He later brought the owner of the building into the Jimmie Walker office to figure the cost of air-conditioning units. On this particular day, the owner of the building said the price was too high, but some two or three weeks later, the company sold the building owner two 15-ton units.

Shaw sued the company for the agreed 10 per cent commission.

The court held that Shaw could not recover, finding:

"A broker is a middle man or a negotiator between two parties. I am unable to see in this case that plaintiff [Shaw] occupied that position. He was strictly a salesman. Under his contract of employment he was to do more than to bring the parties together. He was in the category of a salesman and not entitled to any commission until he was instrumental in completing a sale on behalf of his employer."

This court also explained that the essential difference between a salesman and a broker is that the former hires his services exclusively to one person, while the latter is employed to make bargains and contracts between other persons in matters of trade, commerce, and navigation.

YOU CAN sell the same kind of merchandise to different purchasers at different prices without being guilty of fraud.

In *Molfin v. Levinson Produce Co.*, 180 Pac. (2d) 365, Calif., a purchaser sued a seller for rescission of contract and for fraud for the sale of merchandise. The purchaser proved that he paid a higher price for merchandise than other purchasers. The higher court said:

"There is no allegation from which the inference could be drawn that the contract was unfair, or resulted in any damage or injury to plaintiff or that \$67.50 per ton was not the reasonable market value of the grapes at the time of the sale. The parties here were dealing at arm's length."

Things You Can't Do

YOU CAN'T hold an employee liable for selling to purchasers with poor credit unless you prove that the employee was guilty of fraud.

In *Kingsford v. Blue Bell Co.*, 199 Pac. (2d) 625, Idaho, it was indicated that a company employed one Kingsford to manage and operate a department of the business at a guaranteed monthly salary. Later, he was discharged, and the employer failed to pay him the amount owed for services rendered. The employer claimed that Kingsford had no money coming because he negligently sold merchandise without receiving payment from purchasers.

The higher court ordered the employer to pay Kingsford wages due, saying that the employer could not recover from Kingsford for merchandise sold to customers having poor credit, unless the employer proved that Kingsford practiced fraud.

YOU CAN'T avoid liability for injury or damage caused by your product, even though you distribute it through retail dealers.

In *Kramer v. Hollings Corp.*, 71 Atl. (2d) 139, N. J., it was demonstrated that one Kramer purchased a can of a solvent called "Motor Tune-Up." The following morning, Kramer applied some of the solvent to his automobile in accordance with the directions on the can. He then permitted the motor, which had been running, to cool off for about 20 minutes. When he started it again, there was an immediate explosion which damaged the entire motor.

Kramer sued the manufacturer of the solvent for heavy damages. In holding the manufacturer liable, the higher court said:

"The manufacturer was obliged to use reasonable care in the manufacture and canning of its product. It is obvious that with the exercise of reasonable care, an explosion . . . does not ordinarily result."

(Continued on page 86)

Aid to Buyers

PRODUCTS and SERVICES OF ADVERTISERS IN THIS ISSUE

(To locate advertisements see index on page 92)

ATTACHMENTS, FORK TRUCK

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Clark Industrial Truck Div., Clark Equipment Co.,
Battle Creek, Mich.
Mercury Manufacturing Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

AXLES, TRUCK (Drive)

Eaton Mfg. Co., Cleveland, Ohio

BELTING, CONVEYOR

Goodrich Company, B. F., Akron, Ohio

BELTING, ELEVATOR

Goodrich Company, B. F., Akron, Ohio

BODIES, FREIGHT

Fruehauf Trailer Co., Detroit, Mich.
Gerstenslager Co., Wooster, Ohio

BODIES, REFRIGERATOR

Fruehauf Trailer Co., Detroit, Mich.
Gerstenslager Co., Wooster, Ohio

BODIES, VAN

Fruehauf Trailer Co., Detroit, Mich.
Gerstenslager Co., Wooster, Ohio

BURGLAR ALARMS

American District Telegraph Co., New York, N. Y.

CAR PULLERS

American Engineering Co., Philadelphia, Pa.
Yale & Towne Mfg. Co., Philadelphia, Pa.

CASTER POSITION LOCKS

Darnell Corp., Ltd., Long Beach, Cal.

CASTERS

Darnell Corp., Ltd., Long Beach, Cal.
Mercury Manufacturing Co., Chicago, Ill.

CHARGERS, BATTERY

Automatic Transportation Co., Chicago, Ill.

COMPRESSORS, AIR

Eaton Mfg. Co., Cleveland, Ohio

CONVEYORS, APRON

Webb Co., Jervis B., Detroit, Mich.

CONVEYORS, BELT

Webb Co., Jervis B., Detroit, Mich.

CONVEYORS, CHAIN-IN-FLOOR

Webb Co., Jervis B., Detroit, Mich.

CONVEYORS, LIVE ROLLER

Webb Co., Jervis B., Detroit, Mich.

CONVEYORS, ROLLER

Webb Co., Jervis B., Detroit, Mich.

CONVEYORS, TROLLEY

Webb Co., Jervis B., Detroit, Mich.

CRANES, MOBILE

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

DOLLIES

Elkay Products Co., New York, N. Y.
Mercury Manufacturing Co., Chicago, Ill.

DOORS, OVERHEAD

Kinnear Manufacturing Co., Columbus, Ohio

DOORS, ROLLING (Steel)

Kinnear Manufacturing Co., Columbus, Ohio

ENDGATES, ELEVATING

Fruehauf Trailer Co., Detroit, Mich.
Hercules Steel Products Corp., Gallon, Ohio

FIFTH WHEELS

Fruehauf Trailer Co., Detroit, Mich.

FIRE ALARMS

American District Telegraph Co., New York, N. Y.

FLOOR RESURFACERS

Stonhard Co., Philadelphia, Pa.

FORK TRUCKS (Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Clark Industrial Truck Div., Clark Equipment Co.,
Battle Creek, Mich.
Mercury Manufacturing Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

FORK TRUCKS (Gas)

Clark Industrial Truck Div., Clark Equipment Co.,
Battle Creek, Mich.
Yale & Towne Mfg. Co., Philadelphia, Pa.

FREIGHT CARRIERS

Air Express Div. Railway Express Agency, Home
Office, Washington, D. C.
Branch Motor Express Co., Home Office, New
York, N. Y.
Consolidated Freightways, Home Office, Port-
land, Ore.
Delta Air Lines, Inc., Home Office, Atlanta, Ga.
Northwest Airlines, Inc., Home Office, St. Paul,
Minn.
Trans World Airlines, Home Office, Kansas City,
Mo.
Union Pacific Railroad, Home Office, Omaha,
Nebr.

GRILLES

Kinnear Manufacturing Co., Columbus, Ohio

HOISTS, CHAIN

Yale & Towne Mfg. Co., Philadelphia, Pa.

HOISTS, ELECTRIC

American Engineering Co., Philadelphia, Pa.
Yale & Towne Mfg. Co., Philadelphia, Pa.

HOISTS, ELECTRIC (Trolley)

American Engineering Co., Philadelphia, Pa.
Yale & Towne Mfg. Co., Philadelphia, Pa.

HOLDUP ALARMS

American District Telegraph Co., New York, N. Y.

HOSE, FIRE

Goodrich Company, B. F., Akron, Ohio

HOSE, LOADING

Goodrich Company, B. F., Akron, Ohio

JACKS, SKID

Yale & Towne Mfg. Co., Philadelphia, Pa.

LONG DISTANCE MOVERS

United Van Lines, Inc., Home Office, St. Louis,
Mo.

PADS, FURNITURE

Daniels, Inc., C. R., Baltimore, Md.
Elkay Products Co., New York, N. Y.

PARTITIONS, INDUSTRIAL

Kinnear Manufacturing Co., Columbus, Ohio

PEST CONTROL

Elkay Products Co., New York, N. Y.

PORTS

Port of Los Angeles, Los Angeles, Cal.

PROTECTORS, PACKING LIST

Fabricated Products Co., West Newton, Pa.

PULLERS, RATCHET

Yale & Towne Mfg. Co., Philadelphia, Pa.

RACKS, STORAGE

Yale & Towne Mfg. Co., Philadelphia, Pa.

SCALES, INDUSTRIAL

Yale & Towne Mfg. Co., Philadelphia, Pa.

SHUTTERS, FIRE (Rolling)

Kinnear Manufacturing Co., Columbus, Ohio

SMOKE DETECTING SYSTEMS

American District Telegraph Co., New York, N. Y.

SNOW PLOWS

Mercury Manufacturing Co., Chicago, Ill.

SPRINKLER SUPERVISORY SERVICE

American District Telegraph Co., New York, N. Y.

SWEEPERS, INDUSTRIAL

Mercury Manufacturing Co., Chicago, Ill.

SYSTEMS, OVERHEAD MONORAIL

Webb Co., Jervis B., Detroit, Mich.

TIRES, HIGHWAY

Goodrich Company, B. F., Akron, Ohio

TIRES, INDUSTRIAL

Goodrich Company, B. F., Akron, Ohio

TRACTORS, HIGHWAY

Dodge Div., Chrysler Corp., Detroit, Mich.
GMC Truck & Coach Div., General Motors Corp.,
Detroit, Mich.
Mack Trucks, Inc., New York, N. Y.

TRACTORS, INDUSTRIAL (Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Mercury Manufacturing Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRACTORS, INDUSTRIAL (Gas)

Clark Industrial Truck Div., Clark Equipment Co.,
Battle Creek, Mich.
Mercury Manufacturing Co., Chicago, Ill.

TRACTORS, INDUSTRIAL (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

(Continued on following page)

AID TO BUYERS—Continued

TRAILERS, INDUSTRIAL

Mercury Manufacturing Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRAILERS, LOW-BED

Fruehauf Trailer Co., Detroit, Mich.

TRAILERS, TRUCK

Fruehauf Trailer Co., Detroit, Mich.

TROLLEYS, MONORAIL

Webb Co., Jervis B., Detroit, Mich.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, APPLIANCE

Stevens Appliance Truck Co., Augusta, Ga.

TRUCKS BOX (Hand)

Mercury Manufacturing Co., Chicago, Ill.

TRUCKS, ELEVATING PLATFORM (Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Mercury Manufacturing Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, ELEVATING PLATFORM (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, HAND (Three-Wheel)

Stevens Appliance Truck Co., Augusta, Ga.

TRUCKS, HIGHWAY

Dodge Div., Chrysler Corp., Detroit, Mich.
GMC Truck & Coach Div., General Motors Corp.,
Detroit, Mich.
Mack Trucks, Inc., New York, N. Y.

TRUCKS, LIFT (Hand)

Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET (Hand)

Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Clark Industrial Truck Div., Clark Equipment Co.,
Battle Creek, Mich.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET-STACKING (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET-STACKING (Straddle, Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PLATFORM (Hand)

Mercury Manufacturing Co., Chicago, Ill.

TRUCKS, PLATFORM (Powered, Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Mercury Manufacturing Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

WAREHOUSES

See section immediately following

WATCHMEN'S SUPERVISORY SERVICE

American District Telegraph Co., New York, N. Y.

WATERFLOW ALARMS

American District Telegraph Co., New York, N. Y.

WHEELS, INDUSTRIAL

Darnell Corp., Ltd., Long Beach, Cal.
Mercury Manufacturing Co., Chicago, Ill.

WINCHES

American Engineering Co., Philadelphia, Pa.
Automatic Transportation Co., Chicago, Ill.
Mercury Manufacturing Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

OBITUARIES

Representative Alfred L. Bulwinkle, North Carolina, a member of the House of Representatives since 1920, except 1929 and 1930, August 31. He was the co-author of the Reed-Bulwinkle collective rate-making act. Representative Bulwinkle was also an active figure in the drafting and passage of the Federal Motor Carrier Act over 15 years ago.

Claude D. Eiler, 55, president of Crescent Truck Co., Lebanon, Pa., September 28.

Harry E. Heller, founder, charter, and honorary member of the Traffic Club of Philadelphia and former general freight agent of the Chicago, Burlington and Quincy Railway, August 31.

Joseph A. Horne, 82, chairman of the board of directors of The Yale & Towne Manufacturing Co., October 3. Mr. Horne was a member of the American Society of Mechanical Engineers.

Albert A. Mattson, manager of the traffic section of the traffic and transportation department of Koppers Co., Inc., Pittsburgh, September 15.

Albert P. McNeal, president and general manager of the Merchandise Warehouse Co., Columbus, Ohio, August 18. He was a director of the American Chain of Warehouses and former secretary of the Ohio Warehousemen's Assn.

J. Louis Robinson, 65, founder and chairman of the board of the North East Texas Freight Lines, Paris, Tex.

Fred Stock, 53, owner of Fred Stock, Inc., trucking concern, Newark, N. J., September 13.

Albert James Stone, 77, retired vice president and general manager of the Erie Railroad, New York, October 6.

Coming Events

Nov. 16-17—National Industrial Traffic League Annual Meeting, San Francisco.
Nov. 28-Dec. 1—National Assn. of Practical Refrigeration Engineers, Hollywood-Roosevelt Hotel, Los Angeles.
Dec. 7—Material Handling Institute, Statler Hotel, New York.
Dec. 7-8—First Annual Conference of the American Society of Traffic and Transportation, Northwestern University, Chicago.

1951

Jan. 20-23—Annual Convention, Local Cartage National Conference, Buffalo, N. Y.
Jan. 24-25—Caster and Floor Truck Manufacturers' Assn., Hotel New Yorker, New York.
Feb. 4—17th Annual Meeting of the Associated Warehouses, Inc., Statler Hotel, Boston.
Feb. 5-9—American Warehousemen's Assn., Statler Hotel, Boston, Mass.
Feb. 11-15—National Furniture Warehousemen's Assn., Waldorf-Astoria, New York.
Apr. 16-19—20th National Packaging Exposition, American Management Assn., Atlantic City.
Apr. 22-27—Mayflower Warehousemen's Assn., Broadmoor Hotel, Colorado Springs, Colo.
Apr. 30-May 4—Fourth National Materials Handling Exposition, International Amphitheatre, Chicago.
June 4-7—Canadian Warehousemen's Assn., Seignior Club, Montebello, Quebec.

SITUATION WANTED

Experienced Warehouse Solicitor in New York area seeks position. Previous experience, sales, personnel, accounting, and general office practice. Highly recommended.

Box A-920 c/o DISTRIBUTION AGE
100 East 42nd St., New York 17, N. Y.

BOOKS and CATALOGUES

COMMERCIAL MOTOR TRANSPORTATION, by Charles A. Taff (Chicago, Richard D. Irwin, Inc., 413 pp., \$6). One of the reasons for lack of understanding of the motor transport industry is that we have lacked a good book on the subject. This lack is now filled by Charles A. Taff, assistant professor of transportation at the University of Maryland. Here is a complete picture of commercial motor transportation. The book is divided into three parts. Part I describes the size and scope of the property-carrying phase of the industry and the role of motor transportation in national defense. The advantages of transportation by truck are discussed, and the geographic distribution of trucks is commented upon. The highway system is described in detail and many aspects of it, such as revenues and expenditures, taxes, and diversion of highway-user revenues are considered. Part II covers the various phases of trucking operations in detail. Equipment is defined and illustrated, and equipment-financing receives detailed treatment. In another chapter, specialized operations, including household goods carriers, are described. A thorough treatment of the economic aspects of commercial motor transportation covers such subjects as operating ratio, load factor, size of shipments carried, etc. Types of rates and classifications in use, the relationship between size of shipments and rates, and the factors of broken stowage and density are covered in a separate chapter. There are highly useful data on practical problems, such as the best forms of organization, the formulation of company policy, labor relations, selection of driver personnel, accounts and records, with particular emphasis upon internal control, and the establishment of freight-claims procedure. Terminals and equipment are also discussed. The chapter on leasing equipment gives types of agreements in use and methods of payment for such leasing for inter-city operations, together with the re-

(Continued on page 90)

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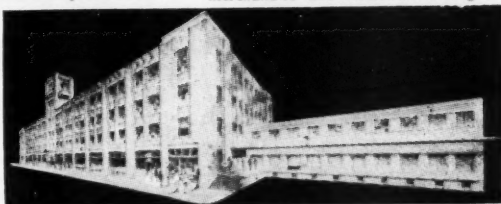
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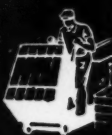
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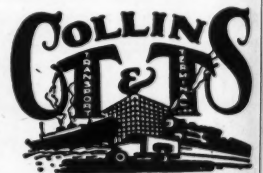
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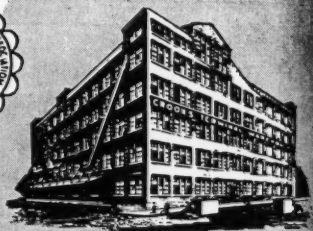
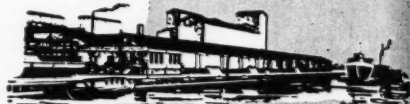
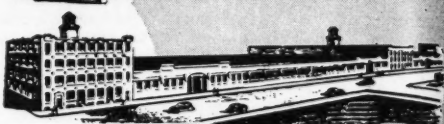
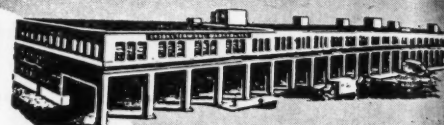
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Local & Long Distance Trucking	Negotiable Warehouse Receipts
Trap Cars Consolidated	Financing
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CROOKS TERMINAL WAREHOUSES, Inc.

Chicago 7-433 W. Harrison St. New York Office 16-271 Madison Ave. Kansas City 7-1104 Union Ave.
Associated with Overland Terminal Warehouse Co., 1807 E. Olympic Blvd., Los Angeles 21
Members of the American Warehousemen's Association and Interlake Terminals, Inc.

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WARD CASTLE, President

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Complete Facilities for Merchandise Storage and Distribution

Member: Associated Warehousemen, Inc.



CHICAGO, ILL.

Member A. W. A.

Griswold & Bateman Warehouse Co.

1525 NEWBERRY AVE.

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- Modern Buildings.
- Low contents insurance.
- Reshipping, city deliveries.
- Vacuum fumigation of food stuffs, tobacco, etc.
- Cooling Rooms.
- Direct track connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT Railroads.
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SERVING CHICAGO & SUBURBS FOR OVER 47 YEARS

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JOYCE BROS. Stge & Van Co.

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EXTRA SERVICE-



GROGERS TERMINAL WAREHOUSES

Owned and Operated by
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WAREHOUSING
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DISTRIBUTION

This personal PLUS service means extra savings to you, better service to your customers. Nine efficiently run warehouses make Grocers Terminal one of Chicago's biggest, most economical systems.

- COMPLETE WAREHOUSING
- PACKING and RECOOPERING
- STORAGE
- PICKUP and DELIVERY
- STORAGE IN TRANSIT
- OUT OF TOWN SHIPMENTS
- HANDLING
- POOL CAR DISTRIBUTION

Carload and Less Than Carload Shipments

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and Firms are Arranged Alphabetically

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60 Years of Reliable Service
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 Coast to Coast
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 Storage—Packing—Shipping
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MIDLAND

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A complete warehouse organization fully equipped to handle merchandise rapidly and economically with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Outbound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express and Truck Lines on premises.

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Interstate moving of H.H. goods—Nationwide agents and warehouse facilities in all key cities. I. C. C. Certificate MC 42866



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Close to the Loop District, these two co-operated warehouses offer quick, efficient and economical service to stores and distributors in Chicago and the Mid-West.

PRODUCERS WAREHOUSE CO.

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THOMSON TERMINALS INC.

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Prompt Deliveries

Advances Made

Facilities of the

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MAIN DOWNTOWN WAREHOUSE BUILDINGS

Distinctive location in Chicago's front yard, at the mouth of the Chicago River. Frontage on outer drive, 444 and 445 Lake Shore Drive. Buildings, 365-589 E. Illinois St. 3 blocks to Mich. Ave. Combine your office with your warehouse and service department. Space leasing. 12 minute walk to loop, less by street car (no transferring).

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For general merchandise, package storage, distribution and pool car service. 2740 Clybourn Ave. 200,000 sq. ft., sprinklered, low insurance, heavy floor load. C. & N. W. and C. M. St. P. & P. siding, covered platform for 20 trucks.

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At mouth of the Chicago River, 400 E. South Water St. Stevedoring, loading and unloading of lake and foreign ships.

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GENERAL MERCHANDISE STORAGE

Centrally located one block east of Michigan Ave. Bridge
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TERMINAL WAREHOUSE

"The Economical Way"

Division of Beatrice Foods Co.

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Year-round candy storage, pool car distribution, negotiable warehouse receipts. Storage in transit. One-half million sq. ft.

Customs Bonded
Unlimited Floor
Load Units for
Lease
Near the Loop



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Estd. 1886

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ADVANCES MADE

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service
Bottling in Bond



Member AMERICAN WAREHOUSEMEN'S ASSOCIATION

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One of Chicago's Finest

A half million feet of modern warehouse space where you have every advantage for receiving, shipping and reshipping. Track space accommodates 360 railroad freight cars. 70 ft. covered driveways practically surround the clean, light and airy warehouse.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

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For Shippers' Convenience, States, Cities

For Distribution in CHICAGO Use

SYKES SERVICE

Fully sprinklered warehouse building for merchandise storage exclusively.

Centrally located—only 12 minutes from the loop. Complete warehouse service with personal supervision.
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Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West
Located on five Trunk Lines and Outer
Belt which connects with every road entering Chicago. No switching charges.
Chicago Freight Rates Apply



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Merchandise Storage and Distribution

The only completely Palletized warehouse in Joliet

Pool Car Distribution • Motor Freight Service
Located on Rock Island R. R. • Free Switching

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formerly Joliet Mfg. Co., which was Established 1848

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Offers 50,000 Sq. Ft. of modern warehouse space, located on the CRI and PRR Roads. Private siding and free switching. General Merchandise storage.

Automatically Sprinklered Throughout
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Merchandise & Household Goods Storage—Moving & Crating
105,000 Sq. Ft. • One Floor • Brick Construction •
Sprinklered • Heated • Private Siding

18-Car Capacity • 11 Trucks
Free Switching by: CCC&STL • Santa Fe
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Chicago & Illinois Midland • and P&PU
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"Where Waterway . . . Railway . . . Highway Meet"

With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States. Sprinklered—A.D.T. Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

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OF EVANSVILLE, INDIANA

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PRIVATE R.R. SIDINGS — LOW INSURANCE RATES

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Exclusively

Merchandise and Cold Storage

Modern Fireproof Warehouses—Centrally Located—P.R.R.
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Established 1929

General Merchandise Storage and Distribution

Private Siding Indiana Harbor Belt R. R. Free Switching, Centrally
Located, Pool Car Distribution, Motor Truck Terminal, Operating our
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Phone Market 4381

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Sprinklered Warehouses

Office Rooms

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Down Town Location with RR tracks in building

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Merchandise Storage • Private Sidings, N.Y.C.

Pool Car Distribution • Office Space

Represented By

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INDIANAPOLIS, IND.

Riley 5513

A Complete Service

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OPERATING 53 TRUCK UNITS

General Merchandise—Pool Car Distribution

Modern Motor Trucking Service

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All Merchandise On Check Out Cars Placed

On Platform Ready For Delivery

Reciprocal Switching, All Railroads

Store Door Delivery and Pick-up for

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"Take a Tip, Store With Tripp"

THE TRIPP WAREHOUSE CO.

1001 East New York St. Indianapolis 7, Ind.

Store with an Old Reliable Firm.

In Business for 65 Years.

General Merchandise — Farm Machinery

Specialize in Electrical Appliances and Food Stuff.

Pool Car Distribution. Check Out Service.

Storage in Transit. Reciprocal Switching All RR's.

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NEW YORK 18
11 WEST 43RD ST.
PE 6-6967



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A. D. T. Service

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Merchandise Storage and Distribution a Specialty

Pool Cars Solicited

Motor trucks for store door delivery—Our clients do the selling—We do
the rest. U. S. Licensed and Bonded Canned Foods Warehouse License
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SINCE 1907

General Merchandise Warehousing and Distribution.

Cold Storage.

Modern Brick Warehouse, Sprinklered 80,000 Square Feet.

Siding on C. M. St. P. & P. Rd. Free Switching from Other

Roads. Motor Freight Terminal.

Member of A.W.A.—N.F.W.A.—Agents United Van Lines, Inc.



CEDAR RAPIDS, IA.

Cedar Rapids TRANSFER & STORAGE CO.

MODERN WAREHOUSE
AND TRUCK TERMINAL ON TRACKAGE

Complete Facilities For Efficient Warehousing
and Distribution of Merchandise

DAILY SERVICE IN EVERY DIRECTION



DAVENPORT, IOWA

Established 1903

Phone 2-7161

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428 WESTERN AVE. DAVENPORT, IOWA

Merchandise Storage and Pool Car Distribution

in a community consisting of Davenport, Bettendorf, Iowa—

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Investment \$350,000.00

Members: A.W.A., N.F.W.A., Ia.W.A., AM. CHAIN OF WHSES., A.V.L.

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Davenport, Iowa

General Merchandise Warehousing

Pool Car Distribution

100,000 square feet of sprinklered fireproof floor space.

Insurance rate of under 15c • Private Siding on R. I.

10 car capacity with reciprocal switching from the

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and National Warehousing Service.

Member of Iowa Warehouse Ass'n.

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Established 1883



Merchandise and Household Goods Storage
Local and long distance
Moving—Packing—Shipping

BLUE LINE STORAGE CO.

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Members: A.W.A.—N.F.W.A.—Ia.W.A.—Distribution Service, Inc.



DES MOINES, IOWA

Member American Chain of Warehouses

Fire
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Ware-
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MERCHANTS TRANSFER & STORAGE CO.

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Ninth Street
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TRY OUR SUPERIOR SERVICE
56 years' warehousing nationally known accounts
gives you Guaranteed Service
Daily reports of shipments and attention to every detail

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MEMBER



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Merchandise & Household Goods Storage
Lowest Insurance Rate. Pool Car Distribution. Private Sid-
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COMPLETE DISTRIBUTION SERVICES

222,000 sq. ft. of floor space in buildings of brick-concrete-
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Low insurance rates. Complete-Motor-Freight-Facilities.
Pool car distribution—all kinds. Merchandise & House-
hold Goods Storage, industrial and office space for rent.

Write today

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Member of Iowa Warehouse Ass'n.
Chicago Representatives: Associated Warehouses, Inc.
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Agent ALLIED VAN LINES, INC.



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Member—Mo. W. A.

HUTCHINSON MERCHANDISE WAREHOUSE

"IN THE HEART OF THE NATION"

A complete warehousing service with the finest distribution fa-
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Truck terminal serving all points in the nation.

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FOR OVER A QUARTER CENTURY

INTER-STATE MOVING AND STORAGE CO.

Household goods
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PACKING, MOVING, SHIPPING—PRIVATE SIDING

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A Modern Distribution and Warehousing Service Brokers Office & Warehouse Co.

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B. W. BILLINGSLEY, JR., Manager
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MERCHANTS Van & Storage Company



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Household Goods & Merchandise
Storage. Free Switching—Sprinkler
System

Member of NFWA—AVL



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Louisville Public Warehouse Company

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25 WAREHOUSES

944,000 SQUARE FEET

Louisville Member

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Gen'l Mds.

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Commercial Terminal Warehouse Company INCORPORATED

Modern Merchandise Warehouses

A dependable agency for the
distribution of merchandise
and manufactured products.

Member of



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Storage Cartage Forwarding
Distributing Bean Cleaning
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Office 402 No. Peters Street

NEW ORLEANS 16

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THE ONLY PRIVATELY

OWNED AND OPERATED PUBLIC WAREHOUSE
AT SHIPSIDE IN NEW ORLEANS

This Corporation, continuing the operations of Douglas Shipline Storage
Corporation established in 1931, offers Public, State and U. S.
Customs Bonded Warehousing at its new terminal and wharf served
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Southern R. R. switchtrack . . . reciprocal switching . . . sprinklered
buildings . . . storage-in-transit privileges.

Represented by DISTRIBUTION SERVICE, INC.

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GULF SHIPSIDE STORAGE CORPORATION

Formerly DOUGLAS SHIPSIDE STORAGE CORPORATION

TERMINAL AND WHARF AT FOOT OF ST. MAURICE AVENUE AND MISSISSIPPI RIVER
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Member of A. W. A.

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Complete distribution and warehousing service

Operators of space in Free Foreign Trade Zone No. 2

Sidings on N. O. Public Belt R. R.



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New Orleans Merchandise Warehousemen's Ass'n

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An Able servant to the PORT OF NEW ORLEANS

Complete warehousing facilities—Distribution—Weighing—
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UNITED STATES AND STATE BONDED



and Firms are Arranged Alphabetically

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ORLEANS STORAGE COMPANY, INC.

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Specializing in MDSE. Distribution

All concrete Warehouses, sprinklered, low insurance rates. Low handling costs. Switching connections with all rail lines. State Bonded. Inquiries Solicited.

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Standard Warehouse Company

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New Orleans 8, La.

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Located in the Heart of the Wholesale District • Convenient to Rail & Truck Depots • Private Switch Tracks T & NO - SP RR • Reciprocal Switching •

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Established 1875

Incorporated 1918

General Storage and Distributing

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Rm. 301, Camden Sta., Baltimore 1

Operating Terminal Warehouses on Tracks of

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A. D. T. Private Watchman, Sprinkler

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates

Consign Via Baltimore & Ohio Railroad

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Complete Warehouse Service



6301 Pulaski Highway
Broadway 7900

MODERN
DAVIDSON
MOVERS



A.W.A.—N.F.W.A.
Md.F.W.A.—
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BALTIMORE, MD.

MEMBER: I.M.S.W.A.—MD.F.W.A.—MD.M.T.A.—H.H.C.C.—A.T.A.

J. NORMAN GEIPE VAN LINES, INC.

524-536 W. Lafayette Ave., Baltimore 17, Md.

See our advertisement on page 163—
1949 edition of D and W Directory

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Owned and Operated by Merchants Warehouse Co.

CHARLES RIVER STORES

131 BEVERLY STREET—BOSTON 14, MASS.



Located within the city limits, adjacent to North Station. Brick-and-concrete buildings; 300,000 sq. ft. space, some sprinklered and heated. A. D. T. burglary alarm service, U. S. Customs and Internal Revenue bonded space. Boston & Main R. R. delivery.

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GEORGE F. MARTIN, President

BROOKLINE - BOSTON - CAMBRIDGE

Household and Merchandise Storage - Packing - Shipping



OFFICES: 88 Charles St., Boston
5 Station St., Brookline
380 Green St., Cambridge
Mass. F.W.A., N.F.W.A.

BOSTON, MASS.

Established 1896

PACKING

MOVING



STORING

SHIPPING

Member: MayWA-MassFWA-CanWA

3175 Washington St.

BOSTON, MASS.

FITZ WAREHOUSE CORPORATION

operating

ALBANY TERMINAL STORES

137 Kneeland Street, Boston 11

GENERAL MERCHANDISE STORAGE

B. & A. R.R. Delivery

BOSTON, MASS.

STORAGE

Wool, Cotton and General Merchandise
INDUSTRIAL SPACE FOR LEASE
IN UNITS TO SUIT TENANTS



LOCATION: Near but outside congested part of city. Obviates costly trucking delays. Overland express call.

STORAGE: For all kinds of raw materials and manufactured goods in low insurance, modern warehouses.

RAILROAD CONNECTIONS: Boston & Maine R. R. sidings connecting all warehouses at Mystic Wharf. New York, New Haven & Hartford sidings at E St.

DISTRIBUTION: Complete service for manufacturers distribution whether from storage or pool cars. Trucking to all points in Metropolitan District.

LEASING: Space in units of 2,000 to 40,000 ft. on one floor for manufacturing or stock rooms at reasonable rentals on short or long term leases.

DEEP WATER PIERS: Excellent piers for cargoes of lumber and merchandise to be landed and stored in connecting warehouses.

WIGGIN TERMINALS, INC.

Boston 29, Mass.

Tel. Charlestown 0880



AMERICAN WAREHOUSEMEN'S ASSOCIATION

BOSTON, MASS.

Hoosac Storage & Warehouse Company

Lechmere Square, East Cambridge 41, Boston
FREE AND BONDED STORAGE

A.D.T. Automatic Fire Alarm
Direct Track Connection B. & M. R. R.
Lechmere Warehouse, East Cambridge, Mass.
Hoosac Stores, Hoosac Docks, Charlestown, Mass.
Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

W. A. KELSO
Pres.

A. WALTER LARKIN
Treas. & Mgr.

J. L. KELSO COMPANY

Established 1894

General Merchandise Warehouses

UNION WHARF, BOSTON 13

Connecting all railroads via
Union Freight Railroad Co.

A.D.T. Service
Motor Truck Services

Member of Mass. W.A.

SPRINGFIELD, MASS.

**Atlantic States Warehouse
and Cold Storage
Corporation**

385 LIBERTY ST., SPRINGFIELD 1

General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.

Member } A. W. A.
M. W. A.

Daily Trucking Service to
suburbs and towns within
a radius of fifty miles.

SPRINGFIELD, MASS.

F. G. Mooney, Pres. J. G. Hyland, V-Pres.

**HARTFORD DESPATCH
and WAREHOUSE CO., Inc.**

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and
Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut
and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.
Members: NPWA—AWA—ACW—AYL Agents

SPRINGFIELD, MASS.

Max Lyon, Pres.

NELSON'S EXPRESS & WAREHOUSE CO., INC.

Merchandise Storage—Pool Car Distribution

Fleet of Trucks for local delivery.

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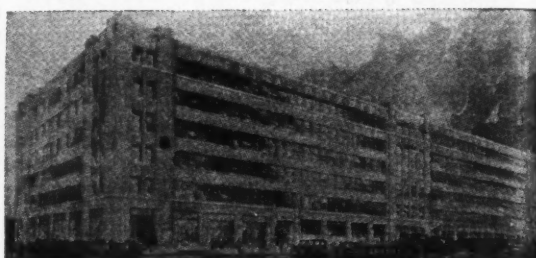
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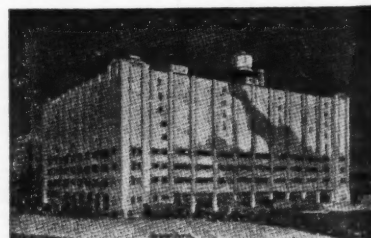
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and Firms are Arranged Alphabetically

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 Complete Facilities for Storage of Merchandise
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 Merchandise and Household Storage—Pool Car Distribution
 We operate Thirty Trucks and have connections to all points in the State.
 Our buildings are clean, both Fire and Non-Fireproof, located on the
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 We are Bonded by the State—Our Rates are reasonable. We solicit
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STORAGE & MOVING COMPANY
 1024 Dodge Street
 Omaha's most modern, centrally located warehouse. Fireproof construction—Fully
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 Bond. General Merchandise—Cooler Storage—Household Goods Storage. Also
 operate modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for
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Four modern, sprinklered warehouses, located on trackage. We handle
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"Crating Furniture Our Specialty"
 General Merchandise Storage and Distribution, Household Goods,
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 Direct R. R. Siding, Boston & Maine R. R.

One of the hottest fights in years is developing over the
 ICC's effort to bring about uniform classification in all territor-
 ies. While the railroads are objecting to the Commission's
 tactics, many manufacturers are said to be lining up presen-
 tations in favor of uniform classification. The small war is
 expected to warm up during the coming months.

"SHORT COURSE"

(Continued from page 41)

ments results not only in higher in-
 surance costs, but also in non-deliv-
 ery and lost customer good will.

• **New Exterior Packaging:** A
 panel of speakers described the new
 developments in various kinds of
 packaging forms.

Kenneth A. Arnold, St. Regis
 Paper Company, stated that multi-
 wall paper bags are being used by
 more and more industries. In 1939,
 kraft paper accounted for 29 per
 cent of the total bagging material
 consumed by the bag industry; by
 1948, this percentage had increased
 to 61 per cent. This growth Mr.
 Arnold ascribed to the multi-wall
 bag in all its forms. An outstand-
 ing feature of this container is its
 strength.

C. E. Taylor, Gaylord Container
 Corporation, reported that solid
 fibre boxes are being extensively
 used by the beverage, hardware,
 and meat-packing industries. Con-
 tinual development of this material
 has resulted in a container that is
 inexpensive and strong.

R. E. Oates, International Paper
 Company, said that in the past 15
 years "probably no corrugated con-
 tainer has provoked as much wide-
 spread interest and discussion as
 Package 210—the "standard parts
 box." Used for the bulk shipment
 of nuts, bolts, screws, and other
 fastenings, it has also attracted in-
 terest in the appliance, automotive,
 and farm equipment field. A lead-
 ing characteristic of this container
 is that it is conducive to low-cost
 handling.

C. T. Cackley, National Wooden
 Box Association, stated that the
 nailed wooden container continues
 to prove paramount in the packag-
 ing field, and, further, that his or-
 ganization is continuing its re-
 search to adapt it to more uses in
 industry.

Henry A. Wolsdorf, Package Re-
 search Laboratory, reported that
 wirebound boxes and crates have
 proved singularly useful for rapid
 packaging at the end of a produc-
 tion line, where speed is essential.

and space is limited.

Glenn Mather, Fibre Drum Man-
 ufacturers Association, listed some
 fibre drum containers which have
 been developed for extensive use in
 the chemical industry, and else-
 where.

L. F. McKay, Ohio Corrugating
 Company, spoke on three aspects of
 the steel container situation. First
 he referred to the growing shortage
 of materials, but said all manufac-
 turers of steel containers are at-
 tempting to keep abreast of de-
 mand. Then he told of the research
 program of the Steel Shipping Con-
 tainer Institute, which is produc-
 ing containers suitable for a wide
 variety of uses. He said that a
 considerable amount of study is be-
 ing expended on changes in con-
 tainer design to permit stacking
 and nesting.

The short course was rounded
 out by a series of papers given on
 interior packaging forms, cleaning
 and corrosion-prevention, and a
 special review of military handling
 and packaging. The latter panel
 was of particular value to firms
 anticipating mobilization contracts.

and Firms are Arranged Alphabetically



George Washington Never Slept Here

IN fact, nobody sleeps here. Nobody sits on his hands. Everybody in every department knows his job and goes about it with efficiency and dispatch. Your distribution dollars work overtime, too.

That's because Harborside's convenient location saves you money in countless ways. Because Harborside's comprehensive facilities and services are uniquely geared to keep your New York metropolitan operations rolling smoothly.

Here, in the world's greatest rail-water terminal, are some 27,000,000 cubic feet of combined dry- and cold-storage, office, showroom, and manufacturing space.

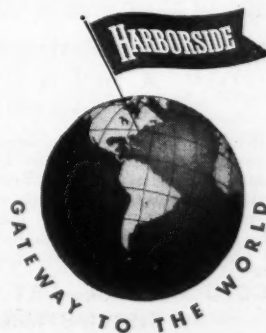
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Complete and efficient service in distribution, delivery or storage of general merchandise or furniture
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HOUSEHOLD GOODS—STORAGE AND SHIPPING
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS. POOL CAR DISTRIBUTION OF MERCHANDISE
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Collections promptly remitted

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10 GIANT FLOORS 200,000 FT. OF SPACE
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COOLER AND TEMPERATURE CONTROL SPACE AVAILABLE



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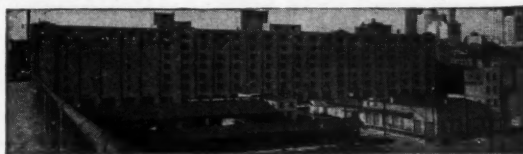
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Space. In the heart of the wholesale district and convenient to Rail,
Truck and Express terminals. Eight car railroad siding—(N.C.&ST.L. and
L.&N.)—Reciprocal switching A.D.T. Service. Represented by Distribution
Service, Inc. Member of A.W.A. and M.W.A.

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Reliable Service Since 1903

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TEXAS STORAGE COMPANY

656 NECHES STREET

BEAUMONT, TEXAS

Merchandise and Household Goods

Warehouse, Concrete Construction

30,000 Sq. Ft. Distribution of Pool Cars

Transfer Household Goods

Agent for A.V.L. Member of N.F.W.A.—S.W.T.A.

WITHIN THE LAW

(Continued from page 58)

YOU CAN'T operate two corporations in combination; each corporation must be operated separately. All contracts, employees, payments, and records of transactions of each corporation must be kept separately, and exactly the same as if entirely different stockholders comprised the two corporations. The same is true with respect to profits, expenses, etc., for income tax purposes.

For illustration, in *Irving Investment Corp. v. Gordon*, 69 Atl. (2d) 725, N. J., testimony showed that a man owned stock in two corporations and agreed that one corporation would not compete against the other.

In subsequent litigation the higher court held the contract void, stating: "Meyer operates through corporate structures in order that he may have the resulting advantages, one of which is the freedom of separate personal assets from corporate liabilities. The disadvantages go with the advantages. Not only has the Irving Corp. no interest in the Newark Hardware Co. or any of its doings; the Newark Hardware has no interest in the Irving Corp."

YOU CAN'T avoid conviction for violating income tax laws, even though you did not intend to defraud the government.

For example, in *Battjes v. United States*, 172 Fed. (2d) 1, one Battjes

was indicted for "willfully" attempting to evade income taxes. The District Court found Battjes guilty and imposed a \$10,000 fine. Battjes appealed.

These are the facts: Battjes sold \$15,000 worth of merchandise to a purchaser; he kept no record of the transactions, and he rendered no invoices. Battjes did not report this income in his federal tax returns, testifying that it was not reported because he considered the deal "unfinished," since the purchaser intended purchasing other merchandise. The higher court approved the lower court's conviction.

"It may be a little unfair," the court asserted, "but a taxpayer is presumed to know the law, even though the tax attorneys may not know it, and he must be presumed to have known that he had to report all of the tax or all of the cash that he received."

YOU CAN'T become immune to anti-trust laws through patent-license arrangements.

For illustration, in *United States v. United Gypsum Co.*, 68 S. Ct. 525, testimony showed that certain manufacturers undertook to control prices and distribution of merchandise by means of patent-license agreements, or contracts. In these contracts, the holder of the patent retained the right

to fix the minimum prices for the product. Both the holder of the patents and the licensees were bound by the agreement. Also, the license could be cancelled for failure of the licensee to live up to arrangements.

Although the lower court refused to hold that the manufacturer had violated the Sherman Anti-Trust Act, the Supreme Court of the United States reversed the verdict, saying:

"The license agreements and the bulletins establish the conspiracy of the licensor and each licensee to violate the Sherman Act. . . . It is well settled that price fixing, without authorizing statutes is illegal. . . . By the record now presented violation of the Sherman Act is clear."

YOU CAN'T unfairly utilize a list of your competitor's customers and escape liability.

In *Sandler v. Gordon*, 210 Pac. (2d) 314, Calif., Sandler proved that a competitor had surreptitiously acquired a list of his customers and had solicited them. The court decided that an employee of the competitor had acquired the list by taking it from Sandler's place of business.

The higher court awarded Sandler heavy damages, stating:

"Appellant [competitor] was guilty of oppression and malice. In such case, exemplary damages may be imposed."

It is noteworthy that the court awarded Sandler not only actual damages, but \$500 in punitive damages, as well.

and Firms are Arranged Alphabetically

CORPUS CHRISTI, TEXAS

CORPUS CHRISTI WAREHOUSE AND STORAGE COMPANY

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adjacent to docks NAVIGATION DISTRICT No. 1
Storage Distribution Drayage
MERCHANDISE EXCLUSIVELY
150,000 Sq. Ft. Sprinklered Low Insurance Rates
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THE BIG WHEEL IN THE SOUTHWEST since 1875

Our 75th Year Gus K. Weathered, Pres. C. E. Bradley, Vice-Pres.



Modern Fireproof Construction—Office Displays, Manufacturers, and Warehouse Space.

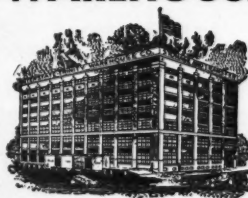
MEMBERS: A.W.A., N.F.W.A., American Chain of Warehouses, Southwest Warehouse & Transfermen's Assn., Rotary Club.

Operating Lone Star Package Car Co. (Dallas-Ft. Worth Div.), H. & N. T. Motor Freight Line. Allied Van Lines, Inc., Agent.

Dallas Transfer
TERMINAL WAREHOUSE CO.
2ND UNIT SANTA FE BUILDING

DALLAS, TEXAS

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International Warehouse Co., Inc.

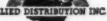
1601 Magoffin Ave. Inc. in 1920 El Paso, Texas



Lowest Content Insurance Rate
Fireproof Storage of Household Goods, Autos & Merchandise. State and Customs Bonded. Private Trackage—T. & P. and So. Pac. Rys. Pool Car Distribution—Motor Truck Service.
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MERCHANDISE STORING—POOL CAR DISTRIBUTION
Our modern Centrally located warehouse is completely equipped to serve you with over 200,000 sq. ft. of merchandise and household storage space.
MOVING—STORAGE—PACKING—SHIPPING



Since 1875 **BINYON-O'KEEFE** Since 1875
STORAGE CO.

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Associated with Distribution Service, Inc.



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Pool Car Distribution Specialists

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Terminals Centrally Located in both Dallas and Fort Worth
General Office—204 No. Good St. 1, Dallas, Texas
Phone Riverside 1734

Gen. W. J. Williamson, Pres.
A. G. Donovan, Gen. Mgr.
R. B. Williamson, Secy. and Treas.

TEXAS EXPRESS COMPANY

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"Service with Reliance"

AMERICAN WAREHOUSES, INC.

P. O. Box 1772 • 1918 COLLINGSWORTH • Phone: ATwood 6381
330,000 Square Feet of Fully Sprinklered Warehouse Space
★ All space at car level ★ Watchman and Sprinklers Supervised by ADT ★ Over 2,000 feet of trackage adjacent to warehouse docks ★ Offices available for customers

HOUSTON, TEXAS

Member of A. W. A.—S. W. & T. A.

BUFFALO WAREHOUSE COMPANY



No. 1 MAIN STREET HOUSTON 2, TEXAS

Located in the heart of the jobbing district

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION

Lowest Insurance Rates Automatic Sprinkler Watchman

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New Location—Improved Facilities

BETTER WAREHOUSING IN HOUSTON

Our new warehouse is 800 feet long by 250 feet wide with car spot on the Mo. Pac. R. R. for 20 cars at one time. Plenty of truck dock space with wide area to maneuver trucks and trailers.

This modern one-story property with high ceilings and unlimited floor load capacity is fully equipped with modern materials handling apparatus.

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Office Space Display Space Parking Space

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Merchandise and Household Goods Storage

Pool Car Distribution

Sprinklered—A.D.T. Watchmen

Shipside and Uptown Warehouses

Operators—Houston Division

Lone Star Package Car Co.

Member of N.F.W.A.—State and Local Ass'ns.

HOUSTON, TEXAS

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W. T. FAIN, MANAGER

TEXAS WAREHOUSE COMPANY

Established 1901

Forty-Nine Years

Under Same Continuous Management

MERCHANDISE EXCLUSIVELY

Pool Car Distribution Sprinklered Throughout
A.D.T. Supervised Service

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Forwarding and Distributing

MERCHANDISE STORAGE

Warehouses Sprinklered Throughout

Supervised by A. D. T. Service

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Merchandise Storage—Pool Car Distribution—Drayage Service
A.D.T. Central Station Automatic Supervisory
Sprinkler, Waterflow, and Fire Alarm Service
Watchmen, U. S. Customs Bonded, Office Space

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UNIVERSAL CARLOADING & DISTRIBUTING COMPANY

Division of
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Members State and Local Associations

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Since 1883
Merchandise & Household Goods Storage—Pool Car Distribution—
Lift Van Service—20 car lengths of trackage.
Fireproof Warehouses—A.D.T. Automatic Fire and Burglary Protection
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Merchandise Storage and Distribution
Private Siding. Free Switching
Member of SWA

SAN ANTONIO, TEXAS

MERCHANTS TRANSFER & STORAGE CO.

Merchandise Household Goods

Merchants & Transfer Sts., San Antonio 6

Complete Storage and Distribution Service

Over 50 years of satisfactory service
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SAN ANTONIO, TEXAS

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HOUSEHOLD — MER-

CHANDISE — COLD

STORAGE—CARTAGE

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San Antonio 7

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Specialists in Merchandise Distribution

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General Storage and Distribution from the Center of
East Texas. Specializing in Pool Car Distribution
and Merchandise Warehousing

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POOL CAR DISTRIBUTION

Since 1920

TARRY WAREHOUSE & STORAGE CO.

Wichita Falls, Texas

Members: SWA-TA-NFWA-AVL

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WESTERN GATEWAY STORAGE CO.

GENERAL WAREHOUSING

POOL CAR DISTRIBUTION

MERCHANDISE AND COLD STORAGE

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CENTRAL WAREHOUSE

520 West 2nd South St., Salt Lake City 1



Fireproof

Sprinklered

Pool Car Distribution

Merchandise Storage

Office Facilities

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SALT LAKE CITY, UTAH

Merchandise Storage and Distribution

Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

Insurance Rate 11 Cents

CORNWALL WAREHOUSE CO.

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Represented by { ALLIED DISTRIBUTION, INC., and
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New York-Chicago-San Francisco

SALT LAKE CITY, UTAH

Merchandise Storage—Pool Car Distribution



KEYSER MOVING AND STORAGE CO.

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Established 1910

72,000 sq. ft. space. Reinforced concrete and brick. Central location. Systematic delivery service. A. D. T. automatic burglar and fire protection. Office and desk space. Member-AWA-UVL-UWA-AWI

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"Serving the Intermountain West"

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Warehousing-Distribution service since 1906

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Household • Automobile Storage • Merchandise

NEW-BELL STORAGE CORPORATION

22nd St. & Monticello Ave.

NORFOLK 10, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE

50,000 SQUARE FEET PRIVATE RAIL SIDING

Lowest Insurance Rate in Norfolk. Pool Car Distribution

WE SPECIALIZE IN MERCHANDISE STORAGE

AND DISTRIBUTION

AGENTS AERO MAYFLOWER TRANSIT COMPANY

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NORFOLK TIDEWATER TERMINALS, INC. MERCHANTS' CONTRACTING CORPORATION

Bankers Trust Building Norfolk 10, Virginia
750,000 sq. ft. of storage space. Convenient central location. Individual storage units. Modern buildings, fire resistant and sprinklered; low insurance rates. Mechanized equipment for safe prompt handling of your products. Facilities served by rail, truck or water at no additional cost for switching, lighterage, or transfer. Storage-in-transit privileges.

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Fine Warehousing Since 1914

Security Storage and Van Co.

500-530 FRONT STREET

COLLECTIONS • POOL CARS • DISTRIBUTION

MOTOR VAN AND LIFT VAN SERVICE

Member—Nat'l. F.W.A.—Allied Van Lines

and Firms are Arranged Alphabetically

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STORE and DISTRIBUTE IN THE PROSPEROUS TIDEWATER AREA THRU PRUDENTIAL

HOUSEHOLD GOODS MOVED, PACKED, SHIPPED
POOL CAR TRANSFER TRUCKING SERVICE
LARGE FIREPROOF WAREHOUSE
OPEN YARD STORAGE AVAILABLE
LOCATED ON N. & W. SIDING

PRUDENTIAL STORAGE and VAN CORPORATION

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P. O. Drawer 1859 — Telephone 22481 or 54008

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Established 1892

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239 Tazewell St., Norfolk 10



MEMBER:
A.C.W.
A.W.A.
S.W.A.
U.S.C. of C.

For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

Write for Booklet—"7 POINT DISTRIBUTION"

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72 Years of Uninterrupted and Expert Service

BROOKS TRANSFER & STORAGE CO., Inc.

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MERCHANDISE Warehousing and distribution. Private railroad siding. Pool car distribution. Freight truck line.



HOUSEHOLD GOODS stored, packed and shipped. Motor van service to all states.



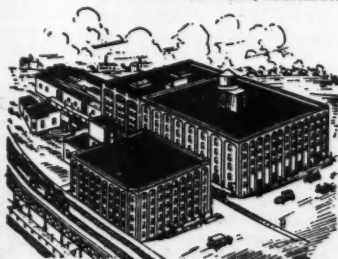
- 810,000 cu. ft. storage space
- Three storage warehouses
- Low insurance rates

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VIRGINIA BONDED WAREHOUSE CORPORATION

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160,000 SQ. FT.
SPACE
BUILDINGS
SPRINKLERED

U. S. BONDED
& PUBLIC
WAREHOUSES
MERCHANDISE
STORAGE &
DISTRIBUTION

INSURANCE
RATES
20c PER \$100
PER YEAR



ROANOKE, VA.

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Finance and Storage
Pool Car Distributors
General Merchandise Storage
631 EAST CAMPBELL AVE.
ROANOKE 7, VIRGINIA



Represented by Associated Warehouses, Inc., Chicago and New York

ROANOKE, VA.

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Capacity 500 Cars

Private Railroad Siding



Automatic Sprinkler

Accurate Accounting

We make a specialty of Storage and Pool Car Distribution for Agents, Brokers and General Merchandise Houses.

Member of American Chain of Warehouses

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EYRES TRANSFER & WAREHOUSE CO.

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Cartage

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Storage

Highest financial rating; new fireproof, A.D.T. sprinklered buildings; lowest insurance rate (10.2c); modern equipment.

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POOL CAR DISTRIBUTION

MACHINERY MOVING, RIGGING AND HAULING

U. S. Custom Bonded

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MERCHANDISE STORAGE & DISTRIBUTION

1208 Western Avenue Seattle 1, Wash.
Cold Storage—Dry Storage—Rentals—Pool Car Distribution—Office Rentals
Fireproof, brick const.; Sprinkler system; Insurance rate: 12.8c. Siding
connects with all rail lines.

Bonded U. S. Customs: State License No. 2
Member of A.W.A. (C.S.) Wash. State Whsmns. Assn.

SEATTLE, WASH.

Seattle's One-Stop Warehousing Service!



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Merchandise Storage & Distribution—U. S. Customs—See Stores • Seattle's Exclusive Furniture Repository

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Wm. T. Laube, Jr., Secretary

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Lloyd A. Coder, Pres. Ellis L. Coder, Secy.-Treas.

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Established 1919

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Complete Drayage, Storage and

Distribution Service

"System Service Satisfies"

Member—A.W.A.—W.S.W.A.—S.T.O.A.

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Private siding on NP, served by any RR. Jobbers display and offices. Also licensed storage for yellow label goods. Cartage rights. Harvey Lounsbury, Mgr. So. 124 Wall St. (8). Riverside 6186.

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Specialize in serving food and related industries; pool car distribution; 44 trucks and tractors with semi-trailers. New 49,000 ft. modern warehouse, equipped with forklift tractors.

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TACOMA, WASH.

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Represented by
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

HUNTINGTON, W. VA.

Every facility for you and your patrons' convenience to secure your share of this Five Hundred Million Dollar market is available through

THE W. J. MAIER STORAGE COMPANY
1100 Second Ave., Huntington 10

GREEN BAY, WIS.

ESTABLISHED 1903

LEICHT TRANSFER & STORAGE CO.

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Merchandise Storage
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Transit Storage
Household Goods Storage
Heated—Unheated—Yard Storage
Waterfront Facilities
Stevedore Services

U. S. Customs, State and Public Bonded
40 Car Tract Capacity
Modern Handling Equipment
Private Siding on C&NW, CMS&P, G&W Lines
Reciprocal Switching all lines

Complete local and over-the-road truck services with 70 units of all types of equipment, including low-bed trailers, winches and cranes.

AERO-MAYFLOWER MOVING AND STORAGE
New York Office:
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LOW INSURANCE RATE

CENTRAL STORAGE AND WAREHOUSE COMPANY, Inc.

COLD STORAGE
DRY STORAGE
FREEZER STORAGE 612 W. Main St., Madison 3

BOOKS AND CATALOGUES

(Continued from page 60)

sons for and the extent of leasing. All phases of insurance for property carriers are covered in the section on insurance, while the section on selling motor freight service should prove most helpful to carriers in their merchandising operations. *Commercial Motor Transportation* is recommended to anyone interested in transportation, but particularly to those concerned with the motor transport, storage, warehousing and local cartage industries. It is a sane appraisal of the motor carrier industry and cannot help but increase the good will that is so necessary to its continuing development.—John H. Frederick.

SAFETY CODE for Industrial Power Trucks: A booklet on the safe practices in the design and use of industrial power trucks. The introduction defines and illustrates types of industrial trucks, scope and purposes of the code. Part I gives minimum requirements of construction and design features. Part II outlines general safety regulations, and Part III gives specific safety rules and regulations that have been adopted in many industrial plants and warehouses. The American Society of Mechanical Engineers, 29 West 39th St., New York.

MOBILIFT CORP. has issued a six-page catalogue illustrating two new 2,000-lb. capacity Lev-R-Matic Drive fork trucks. Gives specifications and describes other features of both models. Mobilift Corp., 835 S. E. Main St., Portland 14, Ore.

KARDEX visible record control: A catalogue

giving helpful suggestions for efficient maintenance of business records and effective administrative control over all phases of business management. Describes various combinations of record forms. Remington Rand, Inc., 315 Fourth Ave., New York.

4-WAY PALLETS: A folder containing illustrations and descriptions of advantageous aspects of four-way pallets. Pallet Licensing Co., 795 Boylston St., Boston.

RAPISTAN MATERIAL FLOW equipment is described and illustrated in a 24-page booklet. The fully indexed booklet contains application tips, construction features, and specification charts, and is useful for reference in solving materials handling problems. The Rapids-Standard Co., Inc., Dept. GC-51, 342 Rapistan Bldg., Grand Rapids 2, Mich.

INTERNATIONAL HARVESTER, Motor Truck Division, has issued an eight-page brochure describing the new line of refrigerated trucks with Metro bodies. Features of the multi-stop delivery truck with Metro body plus the automatically operated, constant-temperature refrigeration units, are shown. International Harvester Co., Motor Truck Division, 180 No. Michigan Ave., Chicago.

A **BULLETIN** describes Lyon-Raymond's straddle type Spacemaker electric tiering truck for handling double-faced pallets. Illustrations show the truck with the telescopic frame raised to its full height and the non-telescopic model with the forks in a low position. Lyon-Raymond Corp., 76139 Madison St., Greene, N. Y.

THE INSIDE STORY OF PROTECTIVE LININGS FOR STEEL CONTAINERS describes protective linings manufactured by The Glidden Co. for drums and pails used in packaging animal and vegetable oils, fatty acids, products of oil refineries, etc. The booklet also explains how special and unusual packaging requirements may be satisfied. The Glidden Co., 11001 Madison Ave., Cleveland.

A **PAMPHLET** describing the interesting "inside" information on diesel engines used in GMC trucks is being distributed by General Motors Corp. The pamphlet is written in the form of an information quiz and is an easy way of checking your knowledge of modern diesel power. Copies may be obtained by writing to a GMC truck dealer.

A YEARBOOK OF RAILROAD INFORMATION: The 1950 edition of the Yearbook presents a summary of railroad operations in 1949. The figures in the booklet, with a few exceptions, deal with Class I railroads. For statistical purposes, the ICC classifies railway operating companies on the basis of operating revenue. The information in the booklet is largely based on ICC statistics. Eastern Railroad Presidents Conference Committee on Public Relations, 143 Liberty St., New York.

HOW FRESH FRUIT AND VEGETABLE DISTRIBUTORS can get more out of their materials handling equipment: An illustrated report issued by the U. S. Department of Agriculture explaining ways in which fresh fruit and vegetable distributors can reduce the cost of handling produce through better use of equipment. Production and Marketing Administration, U. S. Department of Agriculture, Washington, D. C.

DISTRIBUTION AGE

and Firms are Arranged Alphabetically

MILWAUKEE, WIS.

Service Minded

"Store American" For Economical Efficient Experienced Complete Merchandise Warehousing

SPECIALISTS IN POOL CAR DISTRIBUTION
AMERICAN WAREHOUSE CO.

General Office 525 East Chicago St. Private Siding—Chicago & North Western Ry.
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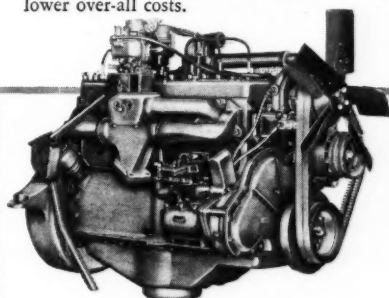
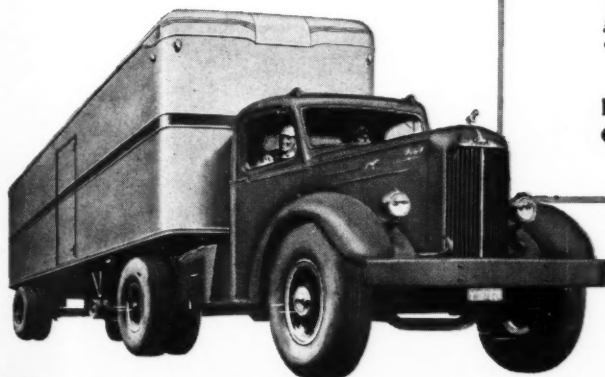
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